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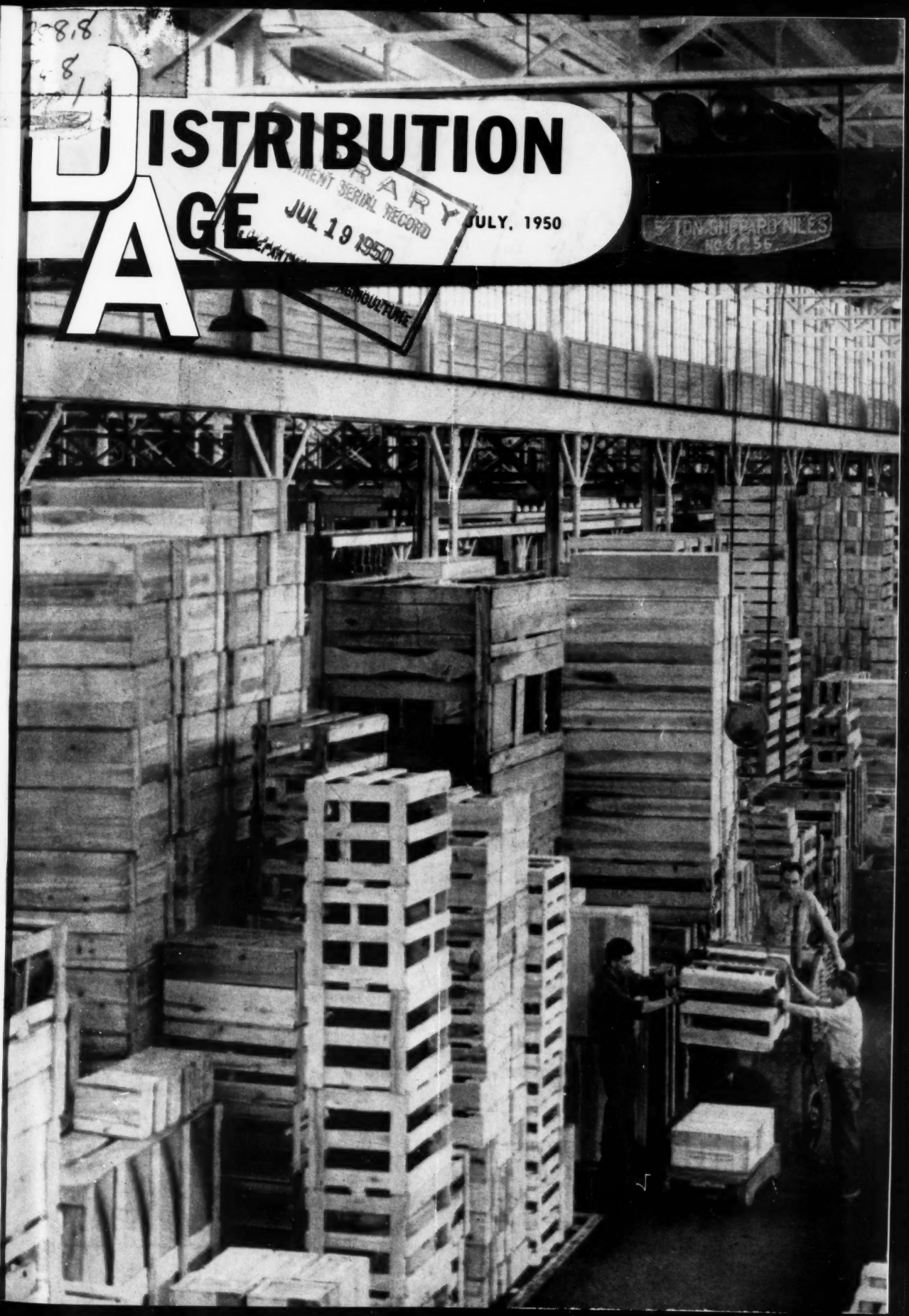
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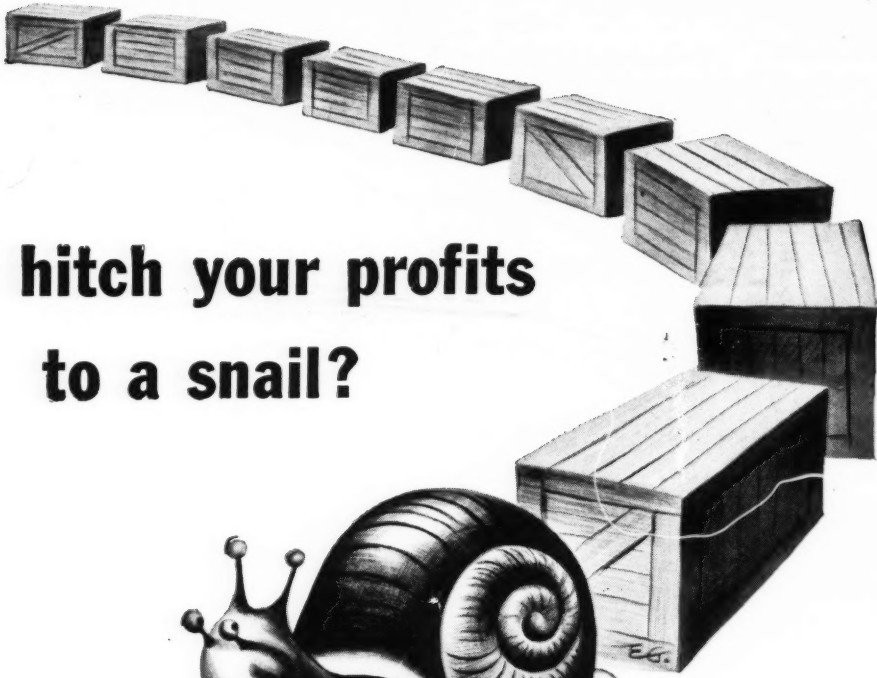
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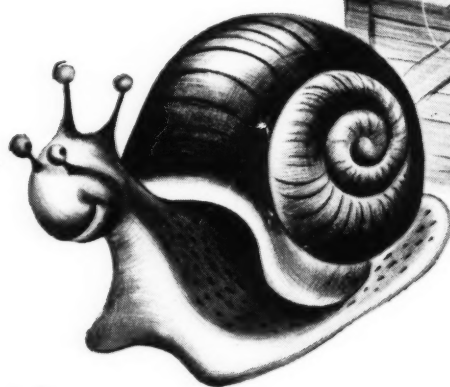
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TON SHEPARD WILES
NO 6656





**Why hitch your profits
to a snail?**



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MILWAUKEE • MINNEAPOLIS-ST. PAUL

★ DOUBLE CARGO DOORS

*except Saturday, Sunday and holidays



Gold Ribbon RESERVED SPACE SERVICE
ON NORTHWEST STRATOCRUISERS



See your Freight Forwarder or

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"We want **THIS**
BAKER TRUCK!"
said Taylor & Boggis Foundry Co.

So—We Sold Them the Pilot Model of Our New FT (100% Functional) Fork Truck which Had Been in Their Plant on Test

Put yourself in our place. Our engineers had been instructed to design a new 3000 to 4000 lb. capacity electric fork truck—a completely functional "work

horse"—retaining traditional Baker quality and ruggedness and adding features that contribute to greater utility, safety and convenience.

For months they worked like demons—analyzing basic materials, testing controls, motor characteristics, hydraulic equipment, studying every essential truck function, designing, re-designing, assembling, re-assembling.

Finally they said—"HERE IT IS!"

"Looks like a lot of truck," said our management, "but how much will it cost?"

"LESS THAN ANY TRUCK IN ITS CLASS!" was the answer.

"Will it do the job?"

"LOOK AT THESE TEST RECORDS!"

Our engineers had subjected this truck to exhaustive tests covering every conceivable truck function. It had come through with flying colors.

BUT WE WANTED TO BE SURE!

So we selected a plant which had just about the toughest operating conditions you'll find anywhere, and put one of the pilot models on test there.

This plant is a high-production foundry. Abrasive dust, heavy, punishing loads, typical foundry floor conditions, continuous, round-the-clock, three-shift operation—the most strenuous service you'll ever ask of a truck.

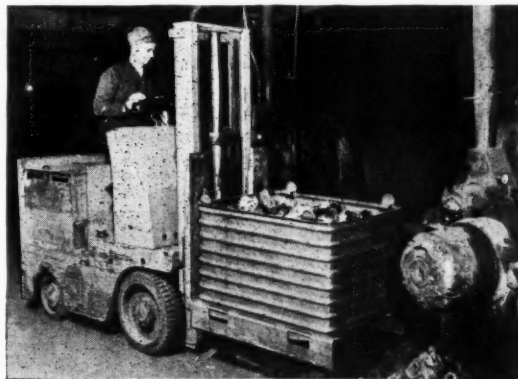
Frankly, no industrial truck had ever been able to "stand the gaff" in this foundry.

BUT THE BAKER FT DID!

From the day it was installed, there was NOT ONE MINUTE OF DOWN TIME!

As a result, the company insisted on keeping *this truck*: the pilot model which was in their plant on test!

That's the story of the development of the new Baker FT 3000 to 4000 lb. capacity Electric Fork Truck. Production models are now rolling off the assembly line in our new modern plant. Write us, or ask your nearest Baker representative to give you details on the toughest, lowest-priced, fork truck in its class.



Baker FT Fork Truck delivering rough castings to tumbling machine at the Taylor & Boggis Foundry.

THE BAKER INDUSTRIAL TRUCK DIVISION of The Baker-Raulang Co.

1216 WEST 80TH STREET • CLEVELAND 2, OHIO

In Canada: Railway and Power Engineering Corporation, Ltd.

Baker INDUSTRIAL TRUCKS

LOW LIFT



HY-LIFT



FORK & RAM



CRANE



TRACTOR



PLATFORM



If you answer "NO"
to more than
4 of these questions

HIDDEN HANDLING COSTS are eating into your profits!



	CHECK YES NO	
1. Do you know how many of your workers are engaged in manual lifting, moving and stacking of materials?	<input type="checkbox"/>	<input type="checkbox"/>
2. Have you eliminated skilled workers from wasting time hand-moving materials in production?	<input type="checkbox"/>	<input type="checkbox"/>
3. Do you know exactly, or even approximately, what percentage of your product cost represents material handling cost?	<input type="checkbox"/>	<input type="checkbox"/>
4. Can just one man lift and move tons and tons of material with easy, finger-tip-control of electric push button, as is the case with Automatic Electric Transporters?	<input type="checkbox"/>	<input type="checkbox"/>
5. In storage areas, are you using empty but usable space overhead, stacking your products ceiling high, as can be done by one man operating a Transtacker or Automatic Skylift Electric Truck?	<input type="checkbox"/>	<input type="checkbox"/>
6. Do you know how many tons of material you move into, through and out of your plant daily?	<input type="checkbox"/>	<input type="checkbox"/>
7. Have you done anything to relieve labor and skilled workers, fatigue and loss of time caused by back-breaking hand-lifting, bending and hand-truck-moving of material through your plant?	<input type="checkbox"/>	<input type="checkbox"/>
8. Do you know how much hand-handling of materials is costing you in (1) material and product damage, (2) needless accidents, (3) tired, low morale workers, and (4) production inefficiency?	<input type="checkbox"/>	<input type="checkbox"/>
The Score Tells if Your Costs are Too High!	<input type="checkbox"/>	<input type="checkbox"/>

Apply the Remedy of AUTOMATIC ELECTRIC TRUCKS... Get 50% to 75% Material Handling Savings!

What's *your* score on the important material handling questions listed above?

Business men admit that these questions, for the first time, really opened their eyes to the "hidden costs" in material handling, and how they added excessively to the costs of their product... as much as 36% to every production dollar spent.

When you answer these questions, how many can you answer "yes" to... how many "no"?

If you answer "no" to more than 4 of these questions, there is a strong likelihood Automatic Electric Trucks can eliminate many material handling "hidden costs," and cut

your overall handling costs a money-saving 50% to 75%.

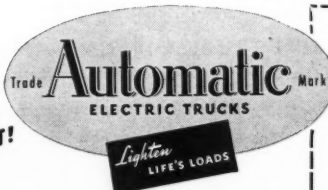
Let us tell you more about them... how they lift, move and stack tons of material with easy finger-tip control... how *one* man does the work of three, releasing two men for more productive work... and what these service-tested electric trucks have done in saving industry millions of dollars.

Mail the coupon for a truly revealing booklet, "How To Make Your Material Handling Pay Dividends." When you get it, you will see how you can answer "yes" to all the questions shown above... and earn your business a better profit through material handling savings. Mail the coupon.



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COUPON FOR
FREE BOOKLET!**

Send now for this booklet "How to Make Your Material Handling Pay Dividends."



Trade **Automatic Mark**

115 West 87th Street
Dept. K-5, Chicago 20, Ill.

Please send me free, your booklet "How to Make Your Material Handling Pay Dividends."

Company Name.....

By.....Position.....

Street Address.....

City.....Zone.....State.....

DISTRIBUTION MAGAZINE

JULY, 1950

The Magazine that Integrates all Phases of Distribution
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FRONT COVER

Science to the rescue! The science of materials handling, that is. Thanks to the careful integration of an overhead traveling crane and trackless carriers, the cumbersome warehousing job of stacking and storing for part-lot delivery has been turned into an efficient, uncluttered operation. Photo by Philip Gendreau, N. Y.



HERE'S THE PAY-OFF ON GENERAL

...on railroads



...in ships



TWO NEW DIESEL

No Other Trucks Offer All These Moneysaving Features

Two-Cycle Diesel Engine — power on every downstroke • Direct Fuel Injection • One-Piece Weathersealed "Six-Footer" Cab • Easy-Turn Ball-Bearing Steering • Five-Speed Synchromesh Transmission • Wide-Track Front Axle • Self-Cooling Air Brakes • Tru-Stop Emergency and Parking Brake • Extra-Reinforced Truck-Built Frame • Pillow-Action Shock Absorbers • Independent Rubber-Cushioned Radiator Mounting • Heavy Steel Bumper-Bar Grille • Easy Accessibility to all parts.

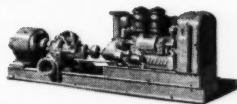


GENERAL MOTORS' DIESEL EXPERIENCE

... on highways



... in industry:



TRUCKS THAT SMASH HAULING COSTS!

NOW for the first time haulers in the 45,000-55,000-pound GCW class can enjoy the full economy of Diesel power—with the new GMC Series 640 and 650 Diesel tractors that cut costs three ways.

1. They're lighter weight — carry a bigger pay load!
2. They cut fuel costs sensationally! 3. They sell at the lowest price ever quoted on a GMC Diesel!

LIGHTEST DIESEL ENGINE

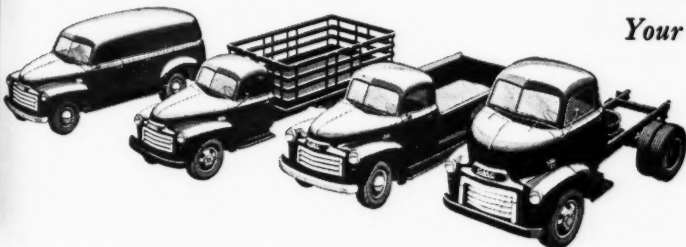
Both are powered by an improved model of the GM 4-71 two-cycle Diesel engine of wartime fame. Re-engineered throughout from fan to pistons, it is the most compact, most efficient, cleanest-burning Diesel of its horsepower ever mounted in a truck — and the lightest in weight by several hundred pounds!

This makes it possible to build more strength and brawn into the chassis than you'll find in other Diesel tractors of equal curb-side weight—a greater ruggedness that insures far longer road-life.

SAVE \$1,000 EVERY 50,000 MILES!

In comparison with gasoline tractors, operators report that these new GMC Diesels get 50% more miles per gallon from fuel that costs less — insuring a minimum saving on fuel of more than \$1,000 every 50,000 miles!

Figure this saving against the long life of GMC Diesel trucks — 500,000 to 1,000,000 miles is not uncommon — and you'll see why these tractors are the most profitable investment you can make.



COMPARE THESE EXTRAS

You'll find further proof of that in many extra-value, extra-safety features like Five-Speed Synchro-Mesh Transmission, Self-Cooling Air Brakes, Reinforced Extra-Strong Frame, Easy-Turn Ball-Bearing Steering and Weathersealed "Six-Footer" Cabs that make these tractors strangers in the repair shop.

Both are available in three-wheelbase and cab-to-axle dimensions that permit installation of auxiliary transmission, sleeper cabs and other special long-distance hauling equipment. Ask your GMC truck dealer for a demonstration — it will convince you that these new tractors are a tremendous buy!

GMC Truck & Coach Division of General Motors

GMC

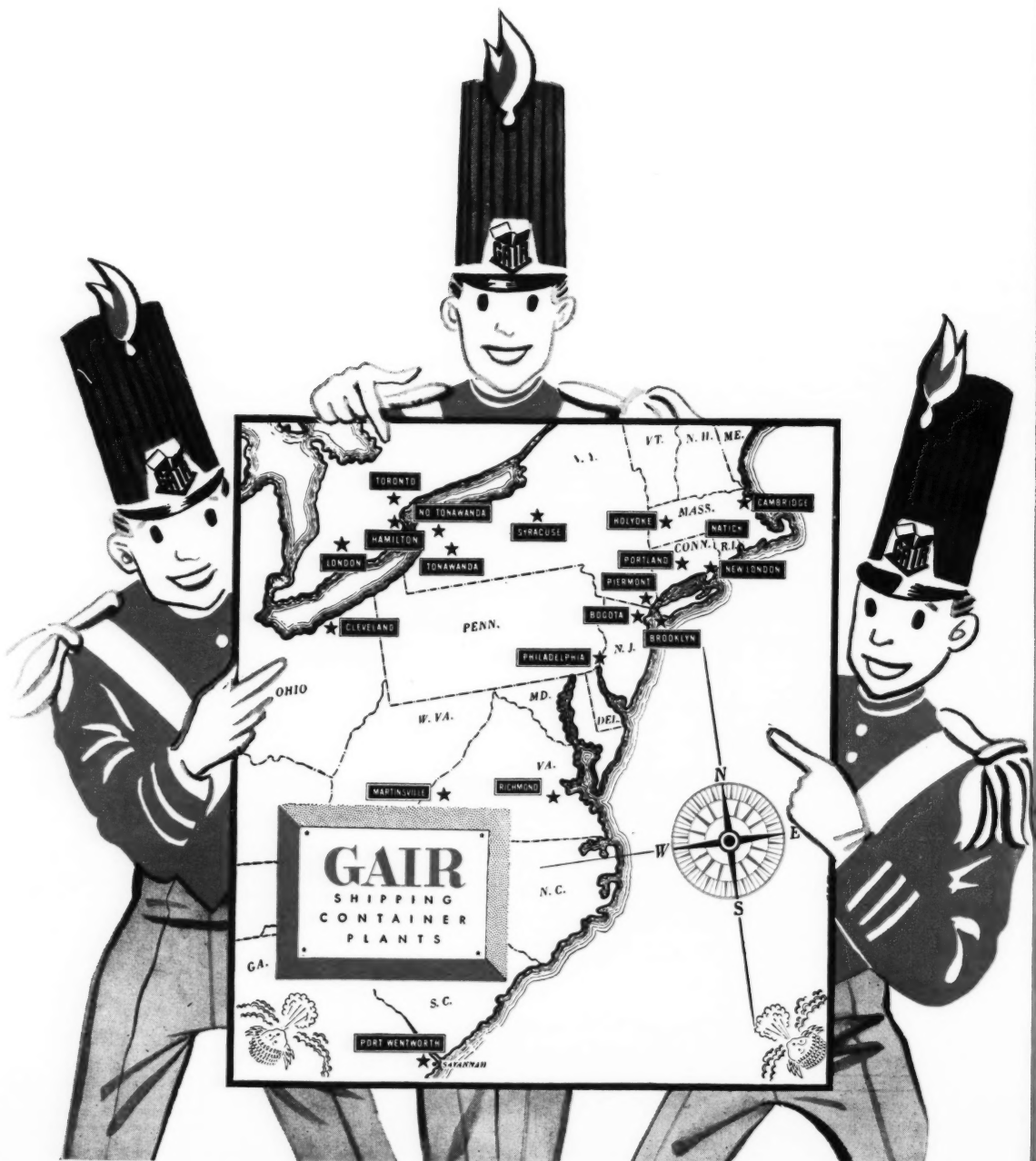
FROM ½ TO 20 TONS

Your Key  to Greater
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DIESEL TRUCKS

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1. Sealing of Corrugated and Solid Fibre Containers, or
2. Container Handbook.



*Reg. U. S. Pat. Off.

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ALONG THE WAY... OF **TWA**

"FLYING SAUCERS" NOW CROSS THE ATLANTIC (via TWA Air Cargo)

FACT! CUPS AND SAUCERS, PLATES AND PLATTERS... SOME OF FINEST CHINAWARE MADE OVERSEAS...ARE REGULARLY SHIPPED VIA **TWA AIR CARGO** DIRECT TO MARKETS IN U.S.A. FAST, FREQUENT, LOW-COST SERVICE. LESS HANDLING AND CRATING...MINIMUM RISK OF DAMAGE. WEEKLY ALL-CARGO FLIGHTS TO AND FROM EUROPE AND THE MIDDLE EAST. GET RATES NOW.



YOU KNOW IN ADVANCE
TOTAL SHIPPING COST
FROM U.S. AIRPORT TO
OVERSEAS DESTINATION.
FACILITATES PRICE
QUOTATIONS.

SHIPPING CHARGES COLLECT

CONVENIENT AND OFTEN NECESSARY.
THIS IMPORTANT SERVICE VIA **TWA**
AIR CARGO COVERS
MANY COUNTRIES.
ASK ABOUT IT.



**SEE
PHONE
BOOK**

Look up TWA's (Trans World Airlines) number. Keep it handy for ready reference. Call your freight forwarder or TWA.

SHIPMENT ARRIVED



TWA CONFIRMS
SHIPMENT AR-
RIVAL AT DESTINATION AIRPORT.
CALL **TWA** FOR INFORMATION
ABOUT THIS SERVICE.

1

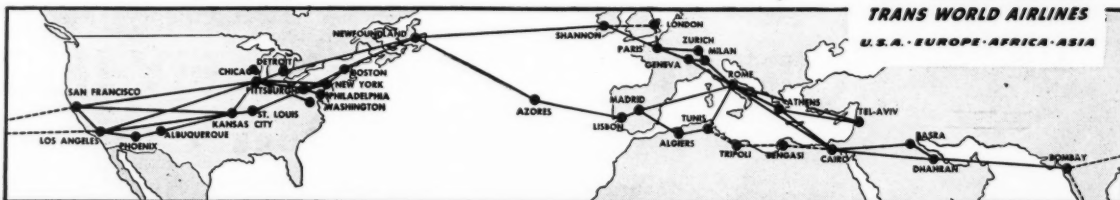
TWA Air Waybill
TWA Invoice

Save time...
simplify operation.



*All TWA flights carry
Air Mail and Air Cargo*

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TRANS WORLD AIRLINES
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Investigate your accounting methods

Compare

and we'll save you money

Compare two ways.

First, compare the *results* you now get from present methods—machine or manual—with the results you can get from *Foremost*. This all-new, all-purpose accounting machine has simplified the whole problem of producing the records you need...speedily.

Second, compare *Foremost* with any other descrip-

tive accounting machine made. Compare the automatic features shown in the chart...features that assure greater output hour by hour and day by day on *any* accounting job.

Compare—you've nothing to lose and *money* to gain! Drop in at your nearest Remington Rand office for a demonstration—or write for the free booklet "How to Slash Bookkeeping Costs 40-60%". Address: Management Controls Reference Library, Room 1182, 315 Fourth Avenue, New York 10.

COMPARE FOREMOST'S FEATURES

Single-method operation from the simplest type alphabetical-numerical keyboard—saves reaching for any key.

FOREMOST

YES

Electrified keyboard for instantaneous printing and accumulation—requires fewer operator movements.

YES

Automatic new balance printing with direct subtraction in all registers—gives operating flexibility and accuracy.

YES

Automatic tabulation from one column to the next without motor bar operation—speeds posting.

YES

Automatic column selection by new "Selector Key" feature—increases accuracy and speed of distribution.

YES

Visibility of posting line and all totals—provides for easy insertion of forms, entry of previous balance and reference.

YES

Flexibility of registers and controls—permits form changes as required and use of machine for two or more applications.

YES

Your operator gets more work done because FOREMOST does more of the work.

We welcome
comparison on
results



See *Foremost*

The **Remington Rand** Accounting Machine

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Rugged STAINLESS STEEL STAYS NEW

YEARS AFTER OTHER TRAILERS ARE COMPLETELY WORN OUT!



FRUEHAUF Stainless Steel Trailers are the hard-boiled highway huskies users can load to the limit—up to 4000 lbs. more than conventional units—and roll without let-up *day in and day out*, year after year. Long after other Trailers are completely worn out, Fruehauf Stainless Steel Trailers are still going strong . . . still as sound and tight as the day they were built. The reason: *all their basic structural members are built of the*

world's lightest, strongest structural material — corrosion-resistant Stainless Steel. It's the wonder metal that never needs painting . . . won't rust out. To this day there's no record of a Stainless Steel Trailer *ever having worn out.* That's why it'll pay you to build your hauling fleet on Fruehauf Stainless Steel Trailers. You'll find your first cost is virtually your last. FRUEHAUF TRAILER CO., Detroit 32, Los Angeles 58. In Canada: Weston, Ont.

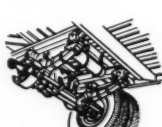
WHEN YOU BUY FRUEHAUF STAINLESS STEEL, YOU GET ALL THESE IMPORTANT ADVANTAGES!



All basic structural members are built of the world's strongest lightweight structural material.



Gravity-Tandem gives better springing, better braking because it employs torsion bars.



"Multi-Rate" Suspension gives better springing from no load to over-load.



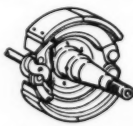
Vertical 2-Speed Supports save time. Aluminum cuts weight up to 135 lbs.



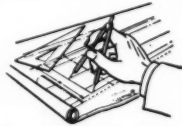
Magnesium floors cut hundreds of pounds of dead weight . . . without sacrificing strength.



Aluminum wheels save up to 107½ lbs. per axle over conventional steel wheels.



Pressed steel brake shoes save 40 lbs. per axle . . . afford smooth stops with heaviest loads.



A full staff of qualified engineers are available to help you with special problems.



Sleek streamlined styling identifies your operation with the most advanced hauling equipment on the road.



80 Factory Service Branches, coast-to-coast, offer you the best Trailer service in the world.

Only

FRUEHAUF

World's Largest Builders of Truck-Trailers

builds STAINLESS STEEL TRAILERS!



Guess who pays this bill

Hearings have just ended in Washington on a bill which would put the Department of Agriculture in the loan business. From a fund of \$50,000,000 the department would make an advance to any private applicant for the construction of a new wholesale market in any area where present facilities are "inadequate and obsolete." Each loan would be limited to 80 per cent of the total cost of each project. The bill provides for a \$25,000,000 "mortgage insurance fund" in case any venture fails; the department's investment (or poor judgment) is therefore protected.

The object of this bill, H.R. 8320, is to "improve" the wholesale marketing of perishable agricultural products in large urban centers. USDA experts say present methods cause "undue losses, excessive wastage, spoilage, and deterioration," thus widening the gap between prices paid to producers and those paid by consumers. As the central headquarters for wholesalers and distributors now scattered in their own premises, each new market would apparently be designed for the greatest efficiency. Where necessary, refrigerated storage space would be installed.

If members of the House agriculture committee have any regard for the commonsense arguments presented against this bill, they will give H.R. 8320 a hasty burial.

Despite its persuasive "declaration of policy," this bill doesn't ring true. It seeks to improve a situation which does not exist. Wastage and spoilage in present-day food handling can hardly be named as causing the spread between what the producer receives and what the consumer pays. Don't the bill's sponsors know that the real cause lies in the postwar increase in prices and wages generally? Or, are they merely trumping up a situation as an excuse for further government extravagance and interference?

H.R. 8320 is unrealistic. It ignores new techniques and new food products which are leading a trend *away* from large central markets. Again, if this ill-advised bill is passed over the protests of intelligent businessmen and legislators, it would never realize its doubtful objective. One man who knows the facts told the House committee it would take three times \$50,000,000 to relocate New York's wholesale market alone.

Finally, H.R. 8320 would bring the government even closer to complete domination of American business. It gives one government department money and power to dictate inflexible standards to a highly competitive, changing industry. And it threatens the public refrigerated warehousing industry with the cruelest competition.

H.R. 8320 is calculated to cause more waste than it would ever prevent.

A handwritten signature in cursive script, appearing to read "Arthur H. Hays".



Webster had
a word for it:

DEPENDABLE



Consolidated
has a phrase
for it:

"ONE LINE"
RESPONSIBILITY

for

- ✓ **Pool Car Distribution**
- ✓ **Local Cartage**
- ✓ **Warehousing**
- ✓ **Motor Freight Service**
to more than 800 key
Western points.

Your best distribution buy is the "all-in-one package" deal of Consolidated Freightways... "One line" responsibility, covering pool car distribution, local cartage and warehousing at 51 cities—fast, dependable inter-city motor freight service to more than 800 important points, from the Great Lakes to the Pacific Coast.

To simplify your Western distribution, deal with *one* company—Consolidated Freightways. You'll cut red tape, paper work, delay—and eliminate the divided responsibility that results from dealing with several different warehouse companies.

CF's terminal and warehouse facilities, plus its motor freight service over 14,000 miles of routes, is the West's finest distribution system. Call your Consolidated agent or sales representative. Or write for information.



"A Complete
Transportation Service"

**CONSOLIDATED
FREIGHTWAYS**
GENERAL OFFICES
PORTLAND 8, OREGON

LETTERS TO THE EDITOR

For Simplified Rate-Making

To the Editor:

Confucius could not have uttered words with more practical wisdom. I refer to your formula for a simplified basis of rate-making delineated in the Editorial Comments column in the May issue of DISTRIBUTION AGE.

In my acquaintance there are several astute transportation students who subscribe to your formula. These men have been in this game of "Guess Why" as far back as 1910. The further we go, the further we are confused.

Yes, I believe that we just have been afraid to take the 'bull by the horns,' but perhaps if others had the courage of their convictions, as you have manifested in the editorial references above, maybe those who regulate may see the handwriting on the wall.—C. E. Umphress, Los Angeles.

MHI Pleased

To the Editor:

DISTRIBUTION AGE has done it again. It is a very nice write-up in your May issue on the activities of the Material Handling Institute.

The Institute needs more write-ups of this type during the course of a year.—Robert C. Brady, Director of Research, The Material Handling Institute, Inc.

Japanese Warehouseman Writes

To the Legal Editor:

I have the good fortune to be in possession of your [Leo T. Parker] esteemed series of legal articles on warehousing in "Distribution and Warehousing" before the War. Unfortunately I have missed out on articles during and just after the war, though it is now my good fortune to be able to have a subscription through the acceptance of my article which was printed in September, 1949 issue (page 24-25).

In order to contribute my small lot to the warehousing industry in Japan I am anxious to obtain books or other reading matter from an authority like yourself. As you are aware, there is no way for a Japanese to legally buy or hold foreign currency for private purposes, but if there is anything I can do here to compensate I would be glad to do so for possession of your valuable books on warehousing law.—Kijuro Arita, The Sumitomo Warehouse Co., Ltd., Osaka, Japan.

Couldn't Burn Bridge Behind Us

To the Editor:

Dear me, such a mistake in your June issue. The Williamsburg Bridge (front cover) empties into Delancey St. and the photo is not of the New York end of the Williamsburg Bridge but is of the New York end of the Manhattan Bridge, commonly called

the Canal St. Bridge. — Leon Wm. Morse, Brooklyn, N. Y.

"Non-Recourse" Question

To the Editor:

In your issue of December, 1949, there was an exceedingly interesting article entitled "Shipper Liability For Freight Charges" prepared by E. H. Breisacher and G. Lloyd Wilson concerning the application of the "Non-Recourse Clause" Section 7 of the bill of lading.

For some time, we have understood that the non-recourse must be signed with the full name of the individual issuing the bill of lading, in addition to the name of the company. In other words, use of the initials alone is not sufficient. We have never been able to locate any authority for this belief.

The fact that originally prompts my inquiry was the story I heard about two years ago to the effect that a large shipper had consigned several carloads of machinery via rail and had completed Section 7 by showing the shipper's name and the shipping-clerk's initials. Upon arrival, the railroad delivered the cars to the consignee before attempting to collect the freight charges. Later, the consignee refused to pay the charges, and the railroad then attempted to collect them from the shipper, contending that the Section 7 clause had not been completed properly.

At that time, the case was still being argued, and I have never been able to learn the final outcome.

If your staff or perhaps the authors of the article could furnish any information on this point, we would be very grateful.

Incidentally, we have been reading your magazine for a long time, and we think it gets better every issue. Keep up the good work.—James W. Lee, Traffic Manager, Kansas City Division, Bendix Aviation Corp., Kansas City, Mo.

Dr. Wilson has replied as follows:

In answer to your question, I think it is desirable that the Section 7 provision of the bill of lading be signed by the shipper, using the exact name, either written, printed or stamped, and that the "By" line be signed by the person authorized to issue the bill of lading, using his proper signature.

As an opinion, I would suggest that any form of signing or initials would be acceptable if identifiable and if intended to be a signature. I would not recommend this as a practice, however.

One railroad has recently recommended that the printed name of the shipper in the space be accepted as valid signing, if intended as such.

My recommendation would be that the name of the company and the signature of the person executing the bill of lading appear in the proper spaces.—Dr. G. Lloyd Wilson, Professor of Transportation and Public Utilities, University of Pennsylvania.

B.F. Goodrich



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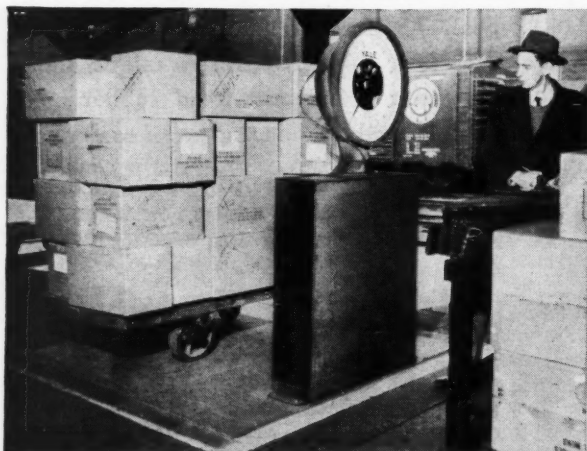
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Our National Transportation Policy

What can WE do about it?

By **RICHARD C. COLTON**

*General Traffic Manager,
RCA Victor Division, Radio Corporation of America*

THE May, 1950, issue of *DISTRIBUTION AGE* contained a feature editorial contending that destructive competition is being practiced by the railroads in their present drive to recover business previously diverted to the motor carriers and that the preservation of a sound economy depends upon the preservation of a sound transportation system. The editorial went on to ask for a simplified basis for rate-making which would automatically prevent destructive competition.

Any traffic man would support a program for a sound transportation system and for simplification of freight rates. *DISTRIBUTION AGE*, however, gets off the reservation a bit on the destructive competition angle. What the railroads did in the steel case was to double their minimum weight and reduce the freight rate slightly. In other words, where the rate was, say, 29 cents per cwt. on 40,000 pounds (revenue per car, \$116), they re-

duced it to 19½ cents per cwt. but increased the minimum weight to 80,000 pounds (revenue per car, \$156). The motor carriers had a rate of 23 cents per cwt. on a minimum weight of 23,000 pounds, but under the new rail rates they are shut out unless a receiver wants steel in small lots or has an unloading situation favorable to the trucks.

Now, what's wrong with this action by the railroads? It's only good business. Isn't steel a logical commodity for rails? This kind of competition on a good business basis is what helped make America great, and it's needed to help keep America great.

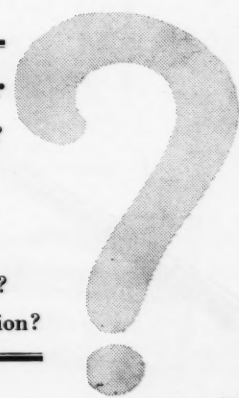
The above does raise a question about our national transportation

policy. Most of us do not know that our country has a transportation policy or, if we do know it, we are not very informed on what it is all about. That is not very surprising, since it is doubtful whether any two of the so-called experts would agree on just what the proper interpretation of our national transportation policy is. The Transportation Act of 1950 defines our transportation policy as follows:

"It is hereby declared to be the national transportation policy of the Congress to provide for fair and impartial regulation of all modes of transportation subject to the provisions of this Act, so administered as to recognize and preserve the inherent advantages of

Is there an Answer

1. Should all forms of transportation be placed under one federal regulatory agency?
 2. Should the government participate in any form of transportation for hire?
 3. Should the ICC have less jurisdiction over rates?
 4. Would railroad consolidation help? And what about abuses and waste?
 5. Have maximum highway size and weight regulations any bearing on the question?
 6. Should "survival of fittest" govern competition among various forms of transportation?
-



each; to promote safe, adequate, economical, and efficient service and foster sound economic conditions in transportation and among the several carriers; to encourage the establishment and maintenance of reasonable charges for transportation services, without unjust discriminations, undue preferences or advantages, or unfair or destructive competitive practices; to cooperate with the several States and the duly authorized officials thereof; and to encourage fair wages and equitable working conditions;—all to the end of developing, coordinating, and preserving a national transportation system by water, highway, and rail, as well as other means, adequate to meet the needs of the commerce of the United States, of the Postal Service, and of the national defense.”

Naturally, the approach must be broad. It is therefore subject to many interpretations. Most individuals or special interests employ a certain amount of wishful thinking when making their own particular interpretation so that the policy will appear to favor their own group.

The railroads, for example, seem to feel that the policy is too vague and results in the ICC being active in too many directions. Further, they seem to believe that it should be strengthened to prevent Congress from allegedly subsidizing the motor carriers, the boat lines, the air lines, the pipe lines, etc. In January of this year before the Midwest Shippers' Advisory Board, Paul W. Johnston, president of Erie Railroad, said: “It is disturbing to know that our country has no sound transportation policy.”

The railroad securities committee of the Investment Bankers Association stated in a recent report “that as our federal regulatory statutes are based upon the assumption that the railroads still enjoy a position of monopoly, the whole concept of federal laws and regulation should be overhauled. *We need a new national transportation policy.*”

Ask Shipper Cooperation

More and more, the shippers of the country are being asked to do something about evolving a sound and sensible transportation policy. This trend was marked by an editorial, “How Industrial Traffic Management Can Win Higher Esteem,” in the November 1, 1947, issue of *Railway Age*. This editorial takes the position that railroad earnings are inadequate because of “the kind of regulation to which the railroads are subjected and from which other industry is largely exempt.” The editorial ends this way:

“There are great and statesman-like minds in the industrial traffic fraternity. If the profession would give itself over unreservedly to the leadership of such men, it would

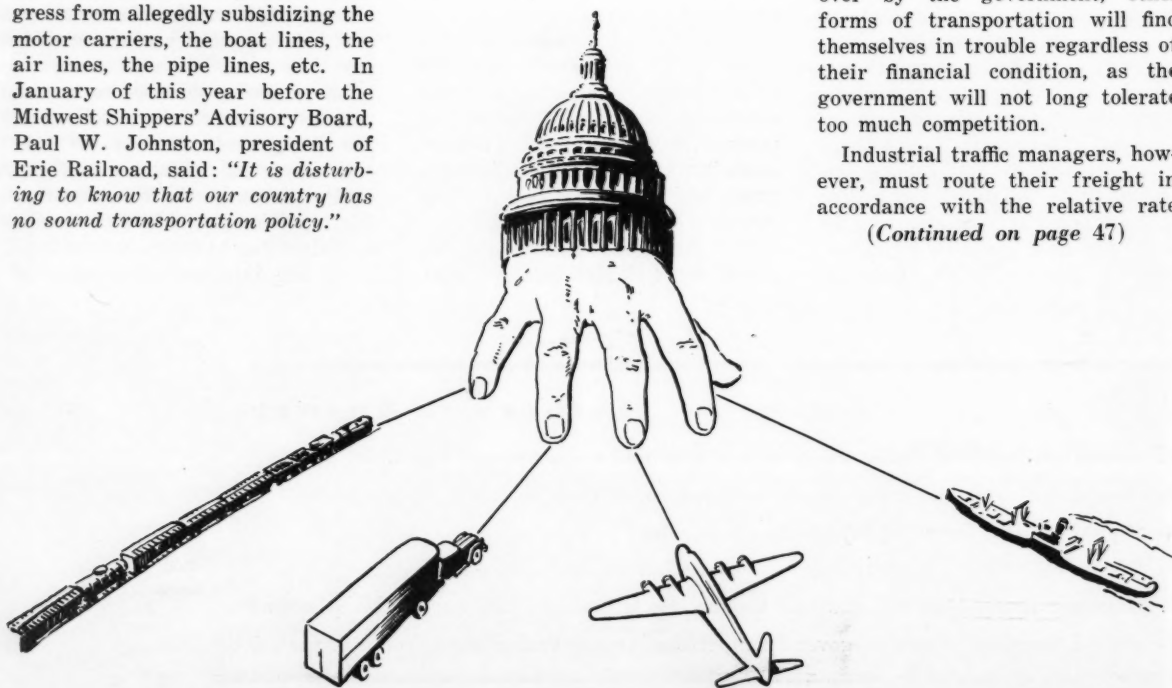
deserve and, quite likely, would achieve and retain the rank in general estimation which is not often denied to those who conspicuously and unfeignedly subordinate their immediate selfish concerns to the long-term interest of the country as a whole.”

It is interesting to note the tendency to highlight the shippers. Our thought would be that all transportation men should have a part in trying to improve the situation. As a matter of fact, many of our top transportation leaders want to do something to improve transportation generally but are so confused by the claims of each special interest that they frequently find themselves speaking in what well may be classified as platitudes.

Since the railroads are our primary transportation, let us explore their situation in the light of transportation as a whole. Industrial traffic managers approach the problem from a strictly practical viewpoint. While it appears that younger men, on the basis of a “survival of the fittest” theory, may be unsympathetic to the railroads, the older heads are inclined to be somewhat more cautious. Traffic managers are generally pro-railroad on the theory that railroad transportation is primary or basic transportation. If the railroads fail and are taken over by the government, other forms of transportation will find themselves in trouble regardless of their financial condition, as the government will not long tolerate too much competition.

Industrial traffic managers, however, must route their freight in accordance with the relative rate

(Continued on page 47)



WAREHOUSEMAN Mr. Banker,

Warehouse receipts can "Work" for you!

BY C. J. LaMOTHE

President, St. Louis Terminal Warehouse Co., St. Louis

THE American Warehousemen's Association has a best-seller. It's the new booklet issued some months ago by the general banking committee—*To the Bankers of America: Warehouse Receipts Can 'Work' for You*. Already some thousands of copies of this publication have been distributed to members of the banking profession in the United States, and the AWA is hoping it will go a long way toward making the majority of bankers "warehouse receipt-minded."

The booklet talks about a subject which should be of interest to anyone engaged in distribution—namely, warehouse receipt financing. While the AWA's immediate objective is to convince bankers of the convenience and practicality of this method of obtaining short-term credit, it is certain that the campaign's benefits will spread to the whole distribution system.

The American Warehousemen's Association has carried on an educational campaign for many years. The association's first major publication was *Warehouse Receipts as Collateral*, of which more than 50,000 copies (including periodic revisions) have been distributed. It is still considered to be the standard reference work on the subject. *To the Bankers of America* is a short version of the earlier work, and is intended to

present the subject in an interesting yet authoritative manner.

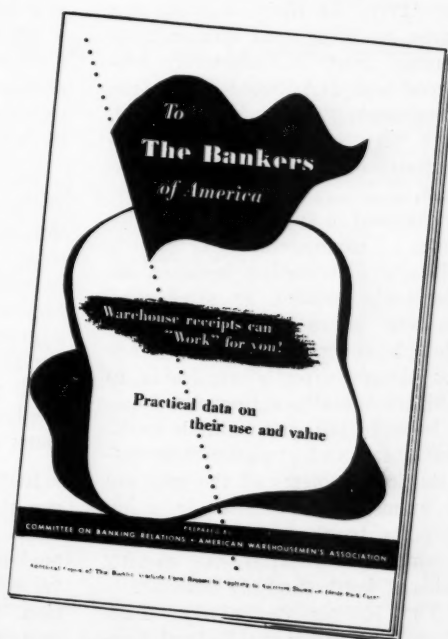
The general banking committee of the AWA prepared this booklet only after exhaustive discussions with some of the best-known experts on commodity loans in this country. Among bankers who participated in the work were Mr. Ivan R. Bean, vice-president of the Bank of America, Mr. H. E. Cooper, manager of the commodity loan department of American Trust Company of San Francisco, and Mr. David Handler, vice-president of the Continental Illinois National Bank & Trust Company. As *ex-*

officio members of the committee, these men have checked the booklet for accuracy from the banker's angle.

In several respects, therefore, the booklet is as much an education for public warehousemen as it is for bankers.

As further evidence of the cooperation the AWA is receiving from the bankers, it must be mentioned that the American Bankers Association has distributed approximately 15,000 copies of the booklet both to its members and to Robert Morris Associates, A

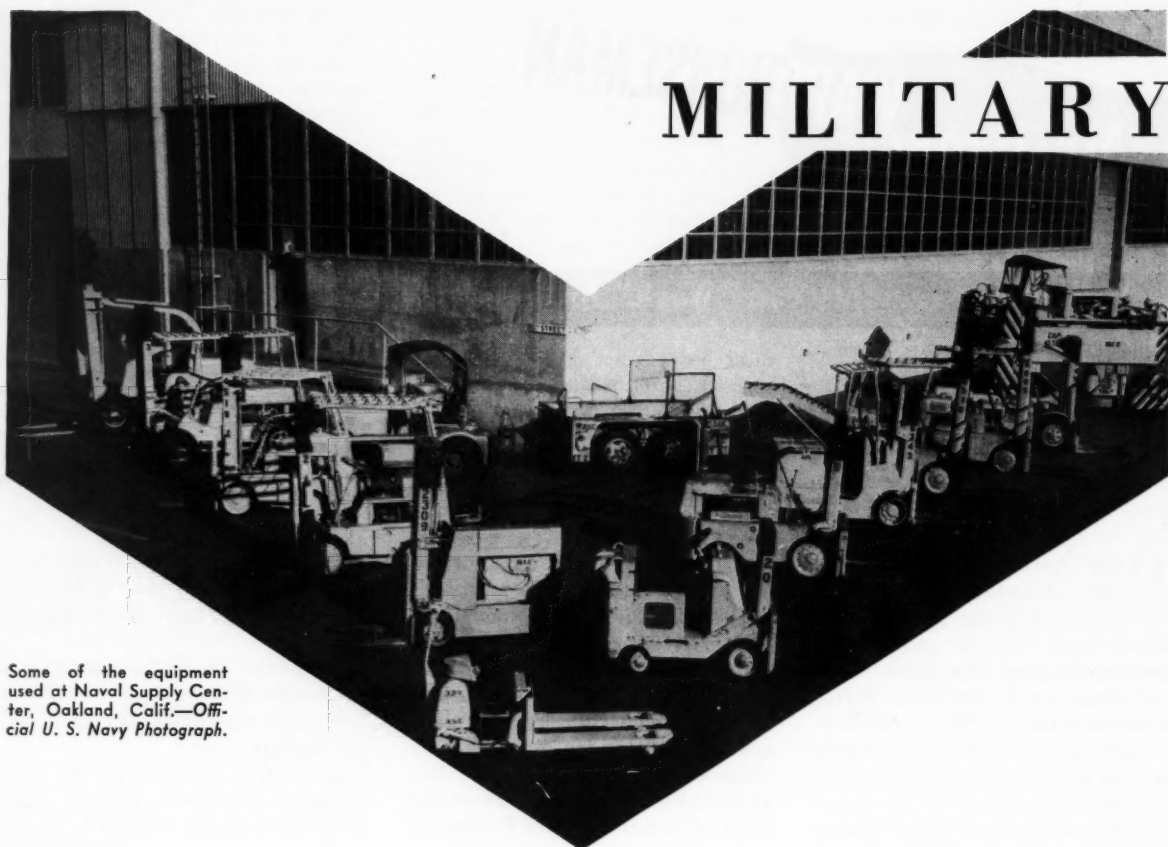
(Continued on page 88)



Cover of the AWA General Banking Committee's message to the banking profession . . . and to warehousemen who are anxious to obtain this type of business.

*Our heading has been adapted from the title-page of the AWA's new booklet to show the close relationship between banker and public warehouseman, a point Mr. LaMothé emphasizes in this article.

MILITARY



Some of the equipment used at Naval Supply Center, Oakland, Calif.—Official U. S. Navy Photograph.

THE link between distribution and national security is tightening. The Defense Department and its main components, the Army, the Navy, and the Air Force, realizing that economic resources must be effectively employed and distributed if the national security is to be preserved, have been investigating the productivity of their distribution systems.

The need to apply the basic principles of commercial enterprise to military distribution becomes increasingly evident as studies of problem areas are undertaken. Though commercial concepts are not always *directly* applicable to military operations, they can usually be employed with suitable modifications. And, because the distribution problems of the military departments are similar in many respects to those encountered in commercial distribution, many fields of joint effort are possible.

The Hoover Commission Task Force Report on the Federal Sup-

ply System disclosed that the inventories maintained in the continental United States by the Army, Navy and Air Force amounted to over \$26,500,000,000 worth of commodities each year. It goes without saying that the task of coordinating the distribution of this vast amount of material is big business.

The National Security Act of 1947, recognizing the tremendous influence of military supply on the total economy, established the Munitions Board under the Secretary of Defense to coordinate the appropriate activities of the armed services "with regard to industrial matters, including procurement, production and distribution plans . . ."

In 1948, the Munitions Board began studies in the field of distribution. A staff was assembled to analyze the problems and to develop an approach to the coordination of the military distribution systems. As a result of these

studies, the Office of Distribution Methods was established with component divisions set up according to function. These divisions are material control, storage, transportation, maintenance, and policy liaison. The last division serves as a means for tying various related functions into an integrated system and maintains liaison with industry and with interested governmental agencies. In addition, a distribution policy council consisting of top military distribution officers was set up to make policy recommendations.

A discussion of the distribution analysis which the Defense Department is undertaking should help develop an understanding of the problems which industry and the military can tackle in common. The major elements of military distribution—cataloguing, material control, storage and materials handling, transportation, and maintenance—provide a framework around which a discussion of these problems can be built.

DISTRIBUTION . . .

Efficiency is its aim, industry its example

The armed forces of the United States have their distribution problems too . . . Here's how they have borrowed methods from private industry to close the gap between military supply and demand.

BY NATHAN BRODSKY

Chief, Policy Liaison Division, Office of Distribution Methods, Munitions Board

Cataloguing

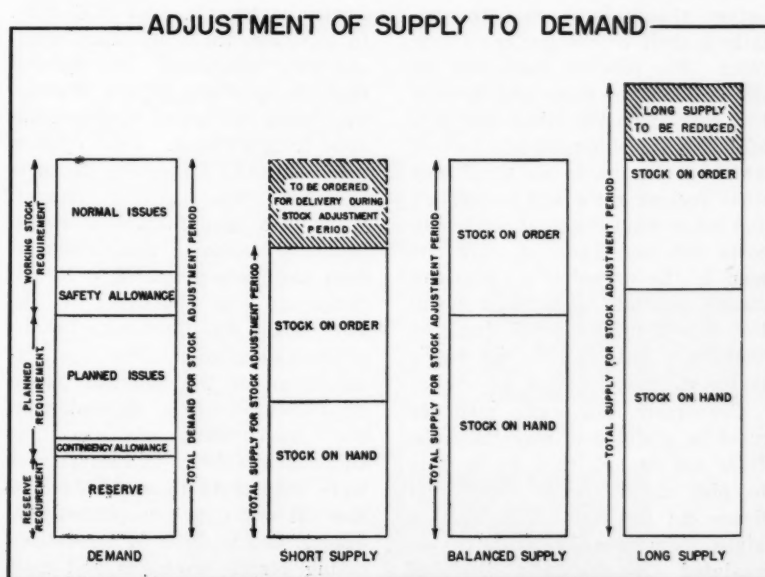
The distribution systems of the Army, Navy and Air Force must be equipped to handle some 3,000,000 items, ranging from general housekeeping commodities to specialized combat equipment. To facilitate control of these supplies the Secretary of Defense has directed the establishment of a single cataloguing system as an essential tool of military-supply management. By efficient item-characterization, it will be possible to avoid the designation of the same item by different names.

Many classic illustrations exist of duplication resulting from lack of proper identification. In one instance, a manufacturer of steam turbines sold a bearing-liner assembly to one of the military departments for \$63. Catalogue research revealed that another supplier sold the same item as a replacement part for \$25. The primary manufacturer was identified, and the assembly was purchased for \$9.06. In another instance, screws for two end-products were obtained at five and 10 cents, respectively. Proper identification revealed that the screws were identical and were available at less than one cent. In another instance, research on anti-friction bearings

reduced identification numbers from 300,000 to 9,000.

Obviously, efficient identification of material will permit business-like control of funds, will help keep purchases at a level covering actual requirements, and will reduce distribution costs generally. Proper identification will permit one department to go to another for a needed item. Common cataloguing language and numbering

will not only reduce distribution costs for the military departments, but will aid industry in dealing with the services. Industry has frequently complained of difficulties in identifying items which the military departments desire to buy. Common cataloguing language and numbering will serve to remove such difficulties. This cataloguing changeover to a single
(Continued on page 42)



Graphic analysis of military supply and demand problem.

What's in a Name?

TRAFFIC men are familiar with the tale of the stranger who saved a large breakfast-foods company hundreds of thousands of dollars a year in freight charges by suggesting that a single word be deleted from the name of the firm's product. The moral of the story is not, of course, that every traffic manager well-versed in classifications can save his own company a like sum, but rather, that traffic managers can and should play an important role in a function too often considered the private domain of marketing men. That function is the naming and describing of the product.

A company may add immeasurably to its sales volume by giving its product a catchy name and by describing it in appealing prose, but if its marketing techniques are based on sales-appeal alone, it may be canceling out many of the gains which its stepped-up merchandising campaign has engendered. For the product name and description enter the marketing picture long before the item reaches the retailer's shelf or the dealer's showroom. The product must first be shipped, and the name and description carried on the labels and bills of lading in shipment are factors which determine in no small way what freight rates will be applied and hence what the total marketing costs will be. There is only one man in the organization who can discuss product name and description on the basis of freight charges. That man is the traffic manager.

Conversely, the traffic manager must be qualified to play this role. It is not enough that he be able to pick up a freight tariff and figure out the rate applicable to a given shipment; he must be acquainted with the entire basis of freight-rate construction established and in effect throughout the

country as a result of hundreds of decisions rendered by the ICC. To be completely qualified in the field of traffic management, one should be intimately acquainted with these ICC decisions and thoroughly conversant with the Interstate Commerce Act in general. With this knowledge the traffic manager can protect his company from paying freight rates that are unreasonable or discriminatory or that unduly prefer a competitor while unduly prejudicing his own company.

An appropriate illustration of such a situation centers around the ICC case *French Lick Spring Hotel Co. vs. Chicago, Indianapolis & Louisville Ry. Co.* [264 ICC 459]. In this case, the complainant manufacturer developed the opinion that its product, "Pluto Water," was being subjected to unreasonable freight rates. This opinion was evolved by comparing the merchandise with similar freight. When the manufacturer's representative believed that sufficient data had been prepared, a formal complaint was submitted to the ICC on the manufacturer's behalf.

The Commission, after due consideration of the material placed in evidence—which showed that the transportation and classification characteristics of Pluto Water were similar to those of flavored mineral water, or phosphated beverages, and to those of non-intoxicating cereal beverages and malt liquors—decided that the class rates on Pluto Water from French

Lick, Ind., were unreasonable to the extent that they reflected a higher percentage of first class than the corresponding exception rates that had been in effect for a considerable time on mineral water and the other articles previously mentioned. As a result of this decision, the complainant company realized a worthwhile reduction in freight costs.

T. M. Gets Results

The writer is acquainted with an industrial organization which recently saw fit to place its traffic problems in the hands of a top-notch traffic executive whose background covered all phases of industrial transportation, including a considerable knowledge of freight-rate construction and related matters. Within a few months, this traffic manager's research showed that his employer's competitors were enjoying transit privileges not available to his own organization. The facts were submitted to the rail carriers with a request that provisions be published authorizing such transit arrangements as would provide his own company with a service comparable to that enjoyed by competitors. The interested carriers were of the opinion that the data justified the request and did publish, in accordance with the ICC's rules and regulations, the desired privileges. As a result, savings totaling hundreds of thousands of dollars yearly are due to be realized.

BY WALTER J. HASTINGS

Assistant General Traffic Manager, Sterling Drug, Inc.

... Everything, when it comes to transportation charges

Descriptions and Labels

Another thought meriting attention is that of the benefits accruing to a company fortunate enough to number among its employees a man qualified to determine the description to be shown on bills of lading. An individual thoroughly qualified in this respect will develop classification descriptions which, in addition to being entirely proper and lawful, will result in the lowest possible freight rates.

The ICC decision handed down in the *Mead Johnson Co. vs. Atlantic Coast Line Ry. Co., et al*, case [168 ICC 157] is worthy of discussion in this connection. In this proceeding, it was disclosed that at one time the labels of the complainant's products bore the words "malt sugar" as descriptive of the commodity and that the freight rates then charged by the rail defendants were based on the classification rating for maltose. How-

ever, the designation was later changed to "dextri-maltose," and because of the new description the railroads charged freight rates based on the classification ratings for "prepared food NOIBN," which were higher than the rates based on maltose.

The complainant had decided to omit the description "malt sugar" after finding that it led to or encouraged the substitution of ordinary or less carefully prepared maltose, with a resultant loss of sales. Nowhere on the new label was there anything to indicate to the non-technical purchaser that the product was only a specially prepared maltose. No change was made in the product itself, and the complainant insisted that it was as much entitled to the maltose rating now as formerly.

The ICC decided after lengthy investigation that it had previously ruled in a number of cases (*Andrews Soap Co. vs. P.C. & St.L. Ry.*

Co. [4 ICC 41] and *Glidden Co. vs. Akron C.&Y. Ry. Co.* [153 ICC 684]) that the manufacturer's description of a commodity for sales purposes also fixes its identity for transportation purposes. It also stated that if a manufacturer finds it advantageous to describe his product in a manner calculated to give purchasers the impression that it is a different and higher-grade article than it actually is, he cannot complain if the carriers accept that description as a basis for the assessment of freight charges. In the instant case, the Commission ruled that "dextri-maltose" was properly classified and was therefore subject to the freight rates applicable to "prepared foods NOIBN." In this instance, a company was forced to pay higher freight rates because of a change in the name on the label, notwithstanding the fact that there was no change in the product.

(Continued on page 49)

(Uniform Domestic Straight Bill of Lading, adopted by Carriers in Official Southern, Western and Illinois Classification territories, March 15, 1922, as amended August 1, 1933, and June 15, 1941.)

UNIFORM STRAIGHT BILL OF LADING
(PRESCRIBED BY THE INTERSTATE COMMERCE COMMISSION)
ORIGINAL—NOT NEGOTIABLE

Shipper's No. _____
Agent's No. _____
Company _____

RECEIVED, Subject to the classifications and tariffs in effect on the date of the issue of this Bill of Lading.

AT _____
FROM _____
TO _____
Consigned to _____
Destination _____
Route _____

State of _____ County of _____
Car No. _____
Car Initial _____

DESCRIPTION OF ARTICLES, SPECIAL MARKS, AND EXCELSIONS

NO. PACKAGES	DESCRIPTION OF ARTICLES, SPECIAL MARKS, AND EXCELSIONS	WEIGHT (SUBJECT TO CONTRACT)	CLASS OR RATE	COL.
	CHILDRENS TOY BLOCKS			

With this description, rate for "TOYS-NOIBN other than Iron, Steel, Lead or Rubber" may be applied.

Should have been described "TOYS-NOIBN—Rubber," which would be rated as 2nd Class freight instead of 1st Class freight.

WHAT MAKES AN I

By H. T. GRISWOLD

Traffic Manager, Lamborn & Company, Inc.

A SHIPMENT moving from Chicago to Buffalo is obviously in interstate commerce, and no one could argue that it should take anything but an interstate rate. But what happens when that same shipment, after reaching Buffalo, is stored in a warehouse and is subsequently shipped to Syracuse? Is the movement from Buffalo to Syracuse interstate or intrastate? Assuming that New York State has both interstate and intrastate rates, which would apply on this movement?

Some states have both interstate and intrastate rates, and, as the latter are usually lower, it is important that the distributing warehouse, shipper, or consignee know when and under what circumstances each applies so that he may have some way of ascertaining whether he is being correctly charged by the carrier effecting the move.

Federal and State Power

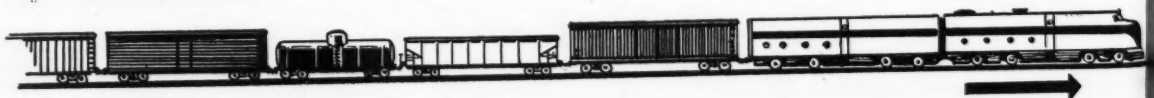
The movement of interstate traffic is subject to the jurisdiction of the ICC and the federal courts, while intrastate traffic is subject to regulation by the various state public utility commissions and the state courts.

However, there are instances where interstate traffic will impinge upon intrastate traffic so that the latter will become tainted with interstate characteristics and interstate rates must of necessity be applied. On October 15, 1947, the ICC, upon petition of certain rail carriers, instituted an investigation under 49 U.S.C.A. 13 to determine whether rates and charges of the southwestern rail carriers for the intrastate transportation of wheat and articles taking wheat rates, made or imposed by the State of Texas, caused any undue or unreasonable advantage, preference or prejudice between persons or localities in intrastate commerce, on the one hand, and in interstate or foreign commerce on the other hand, or unjust discrimination against interstate or foreign commerce. However, certain shippers and carriers asked that the matter be held in abeyance pending an investigation and proceeding before the railroad commission of Texas involving intrastate rates in that state.

Subsequently, the ICC was advised by the petitioners that the Texas commission had decided the intrastate rate proceedings, and the interstate proceedings in Order No.

29846 was discontinued. Nevertheless, it is to be observed that the ICC acted to protect the possible impingement of the Texas proceedings upon interstate commerce, although it was an intrastate matter. The overlapping of intrastate commerce may affect interstate commerce in a discriminatory manner, and the administrative agencies and the courts are ever alert regarding this possibility.

Most traffic men have received from various traffic-publishing agents a blanket supplement applying in connection with certain enumerated tariffs. If they have read the title page they no doubt have noted a provision which exempts the rates in a particular tariff from the increases named in Ex Parte No. X-168-A. The provision usually reads, "This supplement will 'not' apply: (a) on intrastate traffic moving between points in and transported wholly within any State, nor to charges on intrastate traffic; nor (b) on interstate traffic (with certain exceptions) applying via interstate routes between points within any State listed below, between which points there is also an intrastate route and only where the interstate rate is the same amount as the intrastate



N INTERSTATE SHIPMENT?

*Sometimes a shipment is interstate . . .
sometimes it is intrastate . . . Where to draw
the state line often baffles shippers,
warehousemen and consignees*

rate." These provisions are then followed by a list of states and by the names of the various carriers who name routes that are subject to the tariff of increased rates and charges.

The Federal Power

A lettered supplement to the tariff of increased rates and charges must be issued by the various state utility commissions showing a concurrence in the rate increase before the higher rates are applied on an intrastate shipment. Here is an apt illustration of the supremacy of the states' power. However, the federal power is usually supreme, and the state must, when it is asserted, yield to it. It is the movement of federal power into the sphere of influence usually reserved to the states that makes it difficult to draw a line of demarcation between where the power of the federal government terminates and the power of the state begins.

What is interstate commerce in one factual pattern may be an intrastate movement if we vary the facts slightly. The facts of the transaction are still important because in fields not yet occupied by the national government the regulation of interstate commerce is in part left to the states. There are thus two regulatory bodies, one superior to and having the power to replace the other.

The national government has substantially the power to fix all railroad rates, but it has not done so; and the question often presents itself as to which rate, state or federal, applies to a particular transaction. The following cases are illustrative of this difficult question: *A.C.L.R. Co. v Standard Oil Co.*, 275 U.S. 257, 48 Sup. Ct. 107, 72 L. Ed. 270 (1927); *U.S. v Erie R. Co.*, 280 U.S. 98, 50 Sup. Ct. 51, 74 L. Ed. 187 (1929). Similarly, when an article is brought into a state from another state, a question

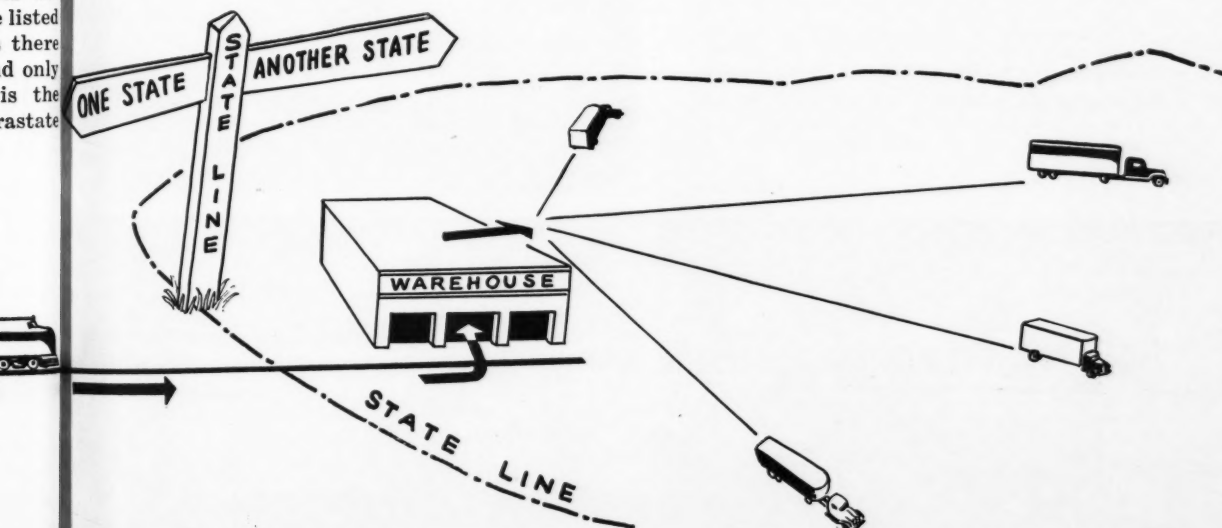
may present itself as to whether the article is in transit through the state or has come to rest and is subject to state taxation. These cases are in point and provide able opinions: *Champlain Realty Co. v Town of Brattleboro*, 260 U.S. 366, 43 Sup. Ct. 146, 67 L. Ed. 309, 25 A.L.R. 1195 (1922); *State of Minnesota v Blasius*, 290 U.S. 1, 54 Sup. Ct. 34, 78 L. Ed. 131 (1933).

The power of the Federal Government to regulate interstate commerce is found in Article 1, Section 8, of the Constitution, which reads, "The Congress shall have Power . . . to regulate Commerce with foreign nations and among the several States and with Indian Tribes."

ICC Gets Power

It is to be noted that Congress, having the power to regulate commerce, enacted the Act to Regulate Commerce, 49 U.S.C.A. 1, et seq.,

(Continued on page 51)





Fine Art Handled with a Fine Hand

New York's Manhattan Storage & Warehouse Co. packs and ships plaster models of four huge heroic statues to be cast in Italy and presented by Italian government to United States.

1. William J. Haines, who as Manhattan's superintendent is used to packing valuable art treasures, checks plaster cast of horse's head and other parts which warehouse crated for shipment to Italian foundries for casting. Statues will grace Arlington Memorial Bridge in Washington, U. C.

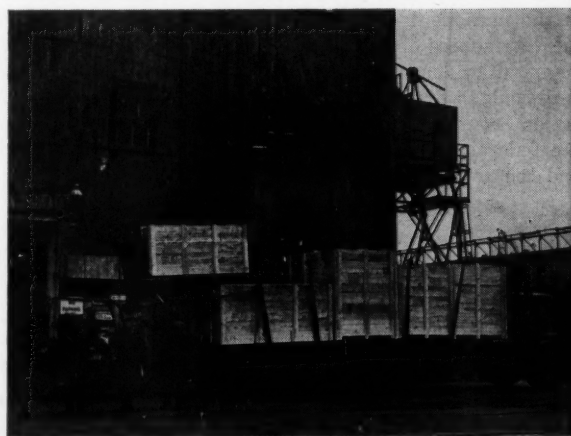
2. A large, highly fragile part is received at the warehouse for crating. Four Manhattan employees handle it with great care from the truck to the dock.

3. Fork truck places part on specially constructed padded base which will serve as the bottom of the shipping case. Case will be built around the part.

4. Finished cases go to the pier. Padded bracing inside case prevents part from shifting, and excelsior keeps the delicate plaster from chipping.

5. Part of the shipment at Pier 12, Staten Island, prior to shipment. In all, there were 61 cases totaling 18,700 cu. ft. and weighing 150,000 lbs.

Photos Courtesy National Park Service



Trucks get there

FASTER

at Lower Cost with...

EATON

2-Speed Truck

AXLES

By combining pulling power and speed, Eaton 2-Speed Axles add to truck utility and permit faster trips, more pay-load miles—on the highway or off. Eaton Axles reduce stress and wear on engines and all power transmitting units. This means longer life and minimum maintenance cost...and Eaton's planetary design adds thousands of miles to axle life. Gear tooth loads are better distributed; gear speeds are slow; stress and wear are held to a minimum. Eaton Axles are available for most trucks of 1½ tons and larger. Ask your truck dealer for a road demonstration.



Axle Division

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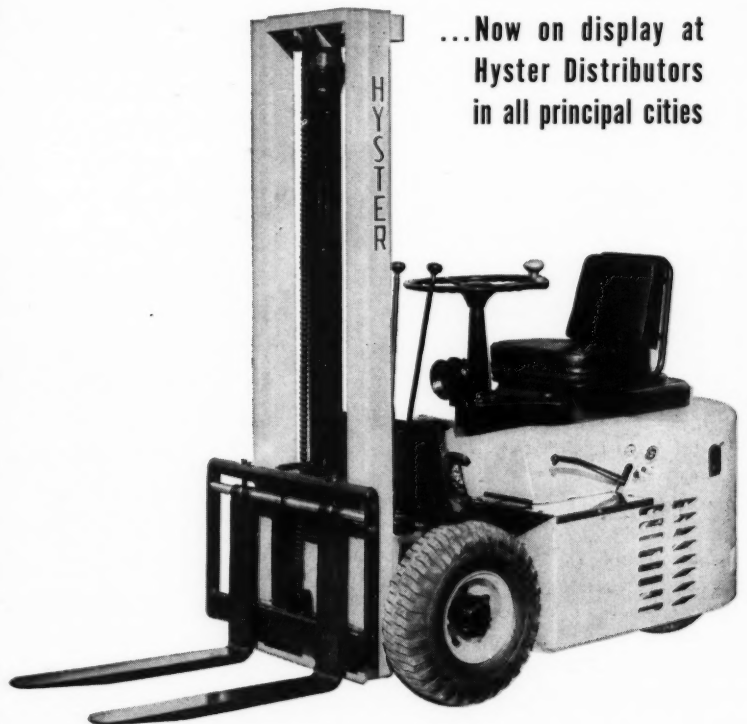
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- ▶ **NEW**, long life, heavy duty Borg & Beck Clutch. Smooth as your automobile clutch. Estimated life over 2 times greater than other trucks. It can be replaced in less than two hours.
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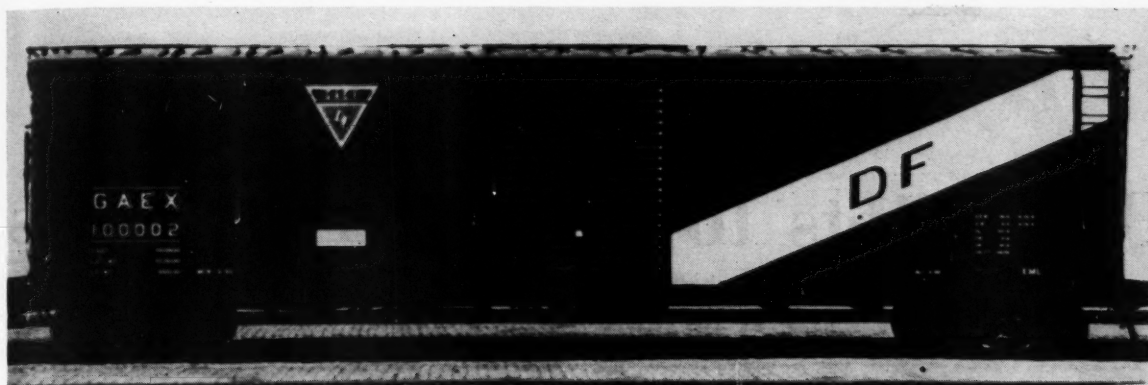
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Designed by Materials Handling Engineers. Priced right, low maintenance costs, standardized repair procedures, low depreciation.

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THOUSANDS of HYSTER 20 trucks are in use in **HUNDREDS** of **INDUSTRIES.** NOW the New Hyster 20 Lift Truck can cut materials handling costs even more. **SEE IT** at your nearest **HYSTER DISTRIBUTOR.** While you are there, inspect his **SERVICE** facilities.



A "Damage-Free" Box Car

From several angles, the new GAEX promises to help the railroads out of their present difficulties

IN their current search for solvency, the railroads of the United States face two main problems. First, remembering the delicate state of their financial health, how can they acquire new equipment to increase their payload and efficiency? Second, how can they reduce their staggering claims bill, which is now well in excess of \$100,000,000 a year?

A possible answer to these two problems appeared recently with the introduction of a new box car. Produced by the General American-Evans Company of Chicago, this new car has several features which may help the railroads out of their present difficulties.

The manufacturers call the new car the "damage-free" GAEX. It is 10 feet longer than the standard car, thus accommodating more payload. Its trucks and underframe have been designed to absorb the shocks of travel and switching, and it is equipped with the Evans Loading Device, two features which will minimize some of the ordinary causes of damage.

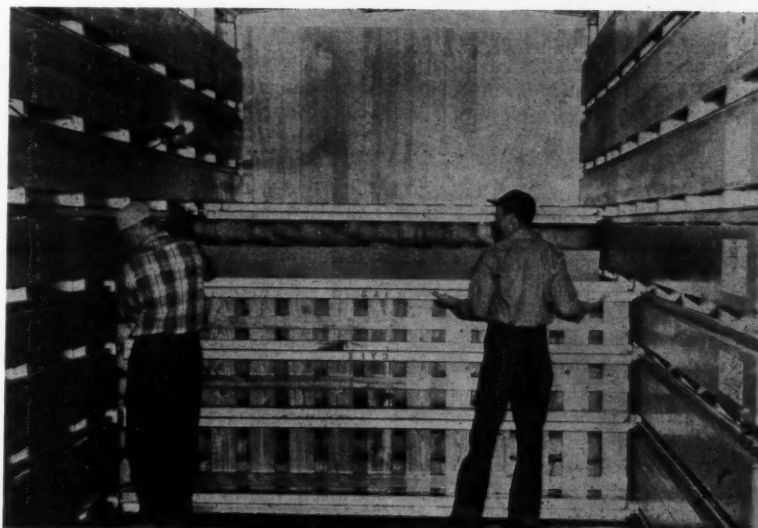
Again, since the GAEX is being offered to the railroads on a lease basis, they will be spared the necessity of making huge cash outlays for this new equipment. As is the case with tank and refrigerator cars, the GAEX will remain the property of General American

(Continued on page 46)

Interior view of box car shows how goods can be loaded floor-to-ceiling with Evans Loading Device.



Loading Device makes for neat stowing, especially of LCL freight, which is often difficult to load.



*For transportation . . .
the next few years are critical*

Postscripts to the Truman Plans

BY DR. JOHN H. FREDERICK

Aircargo Consultant

THE numbers seven, 13 and 21 have special significance for those of us who are interested in transportation in this country. They are the numbers given to three of the 21 reorganization plans filed with Congress by the President last March. These were the only plans in the group which concerned transportation. All went into effect on May 24 except Number 7, and it, too, would have become effective but for some of the fastest and most strenuous cooperative action on the part of all types of transportation agencies and shippers' organizations that has ever been witnessed in Washington.

Plan 7 would have put in the hands of one man appointed by the President, power over the management, personnel and money of the ICC. Plan 13 did put in the hands of one man appointed by the President the same powers over the CAB, while Plan 21 moved the powers and activities of the Maritime Commission into the Department of Commerce and provided for the appointment of an Undersecretary of Commerce for Transportation.

Executive Power on Rise

The widespread concern of the shippers and carriers over these three reorganization plans was not so much due to the fact that the plans were so important in themselves, as to the fact that they set a pattern for transportation marked by highly objectionable innovations. One significant thread seemed to run through all the plans affecting transportation—every one increased executive power and controls at the expense of the inde-

pendent regulatory agencies established by Congress. Plainly, the Administration has given little if any real consideration to the obvious desirability of accomplishing needed reforms in the regulation of transportation within the structure of existing regulatory agencies.

The advocates of the various plans for reorganization of the independent Congressional agencies seemed to proceed on the false assumption that these independent agencies—the CAB, the ICC, and the Maritime Commission—were exercising duties of an executive and administrative character which properly belonged to the executive department. From that assumption they jumped to the conclusion that their authority ought to be divided and exercised by separate agencies. One can find no just foundation for such an assumption. As a matter of fact, the non-regulatory functions of these agencies have come directly under the grant to Congress of its powers to regulate interstate commerce. They have been part of the duty of administering their regulatory functions. All of the duties of these commissions, regulatory or non-regulatory, are so closely related that they cannot be divided between different agencies or between executive and independent agencies without an inevitable increase over present costs and an impairment of their work.

Under the Constitution, it is specifically made the duty of Congress to regulate interstate commerce. In performing this duty Congress has established independent regulatory agencies. The Supreme Court, in *Humphrey v. United States* (215 U.S. Reports 601) held not long ago that a regu-

latory commission such as the ICC or the CAB should not be subject to any individual in the government, but "only to the people of the United States"; that it should be kept free from the "probable or possible suspicion of such influence"; that it should be kept "separate and apart from any existing department of the government and not subject to the orders of the President." In the same case, the Supreme Court said, "It is quite evident that one who holds the office only during the pleasure of another cannot be depended upon to maintain an attitude of independence against the latter's will."

Plan 7 met with such strong opposition from all types of carriers and shippers that it was defeated by the Senate, but Plans 13 and 21 were adopted, thus injecting the executive department further into transportation regulation. One executive after another, for many years, has sought increased powers under the claim of more effectively discharging his duties. In fact, this tendency of Congress to yield power to the executive department is an evolution of many years. Today the President of the United States has more power than any other executive in the world, with the sole exception of Stalin. For the most part, this accumulation of power has not been solicited by the executive department for anything that could be regarded as an illegitimate purpose. It simply represents a natural inclination and weakness of nearly all men to desire more power.

The placing of such control as is involved in Plans 7, 13, and 21 in the hands of executive agencies

(Continued on page 50)

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Said a shipper who lost his composure
At shipping clerk Susan's disclosure,
"Our shipments are late?
Send them Delta AirFREIGHT —
And cover your Southern exposure!"

DELTA airFREIGHT

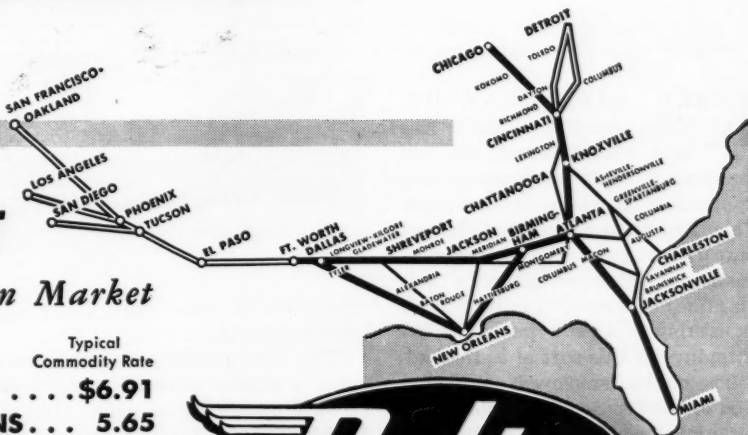
Covers the Southern Market

Per 100 lbs. between

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Commodity Rate

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CINCINNATI - NEW ORLEANS . . . 5.65
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For complete commodity rates and schedules, write AirFREIGHT
Department, Delta Air Lines, Atlanta, Ga.





1. The first step consists of raising the machine 8-in. from the floor with jacks and heavy blocks, preparatory to placing it on huge 2 x 8 dressed-oak export skid. Here, the machine is bolted to skid with 20 three-quarter-inch bolts and angles. Pine floor of the skid has been waterproofed with cocooning material, and rubber washers have been placed under feet and around tie-down bolts. Vertical members of frame are seen on floor at right.

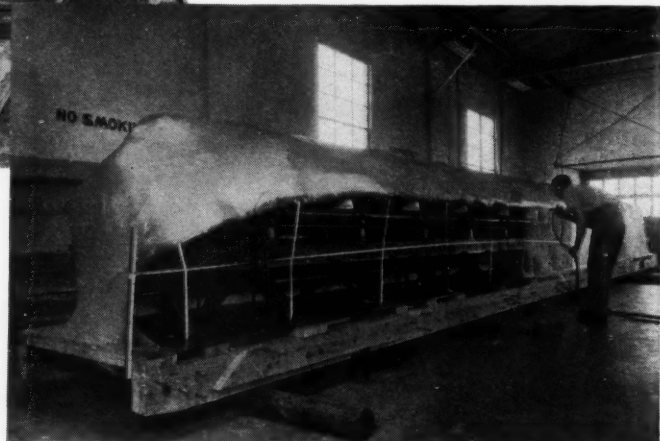
Putting it in 'Moth Balls'

Manufacturer of hosiery machines turns wartime development into efficient, cost-saving package

BY L. G. DAVIS

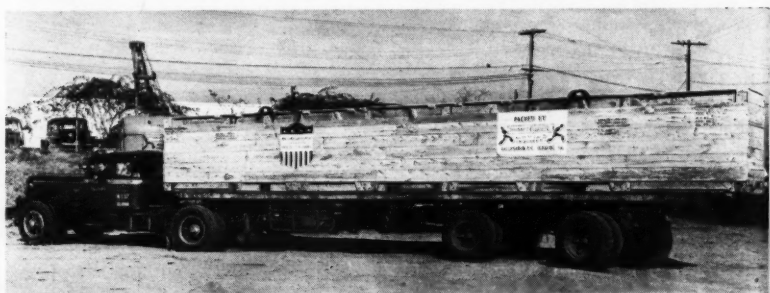
KARL LIEBERKNECHT, INC., Reading, Pa., is the first manufacturer of full-fashioned hosiery machines to ship its product overseas in one piece. This is not an indictment of the way manufacturers of full-fashioned hosiery machines usually ship their machines overseas; it is by way of explaining a new type of export shipping for this sort of equipment.

The method employed, an adaptation of the "cocoon," or "moth ball" technique used by the Navy after the war to preserve armaments and other equipment aboard surplus ships, was developed in collaboration with the Turner Transfer Co., Inc., Greensboro, N. C. In the last two years, Turner has put some 650



2. Before applying cocoon, moisture-absorbant bags of silica gel are hung on machine, paper is placed over top, and tape is run around vertically and horizontally, forming base for the first of three coats of plastic cocooning material. After the first, or white coat has been sprayed on, a red coat is applied to fill holes and add strength. Finally, an aluminum-color coat is added, rendering the entire unit impervious to air and water. Sides of cocoon "lock" with previously treated floor of skid. Note at right how material sprayed on side sticks to skid floor.

3. Frame of case has been bolted on and sheeted with pine planks, and package is ready for shipment. A tractor-trailer unit similar to the one seen here will meet the ship at foreign destination and take the machine to the mill. Note steel hoisting straps bolted to the case at the top. Package shown here weighed 27,166 lbs. It went to Germany.



machines in moth balls for overseas shipment.

The cocoon itself is nothing more than a plastic material sprayed on a base consisting of paper (top of machine) and tape (sides of machine), and "locking" with a giant export skid on which the machine stands. After the cocoon has been applied, machine and cocoon are cased, and the result is an export package which gets its contents to

destination in first-class condition and ready for immediate use.

This ready-for-use feature is the big advantage growing out of this type of shipping. Formerly, machines were dismantled. To the overseas consignee, this meant a loss of up to 12 weeks in operating time while the machine was being put back together. It also meant higher costs resulting from dismantling and erecting operations.

It's a long haul between overhauls!

DODGE TRUCKS are "Job-Rated" to cut costs!



"Job-Rated" ...for low cost
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POWER: . . . 8 great truck engines—each "Job-Rated" for *PLUS* power.

ECONOMY: . . . priced with the lowest. "Job-Rated" for dependability and long life.

BIGGER PAYLOADS: . . . carry more without overloading axles or springs because of "Job-Rated" *WEIGHT DISTRIBUTION*.

EASIER HANDLING: . . . sharper turning! Parks in tight places. "Job-Rated" maneuverability!

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SAFETY: . . . finest truck brakes in the industry . . . hand brake operating *independently* on propeller shaft on all models— $\frac{1}{2}$ -ton and up.

Yes, you'll save plenty on overhauls with a truck that fits your job—a Dodge "Job-Rated" truck.

Your Dodge truck will have an engine that's "Job-Rated" to "stand up and take it." You'll have power to spare—top gas and oil economy, too! And remember . . . the other name for Dodge is **DEPENDABILITY!**

But that's not all! Take a look at the list of Dodge truck advantages at left. Then, ask your Dodge dealer to give you the whole "Job-Rated" story.

Before you buy any truck, see how much more you get for what you pay in a truck that's "Job-Rated" to fit your job!

With all their extra value **DODGE** "Job-Rated" **TRUCKS** are priced with the lowest

Here's How Government Can Assure Business Expansion.

Government, labor, and management all agree: The maintenance of American standards of living depends on an ever-increasing economy.

So, the only question is "How can this be accomplished?" Increased government spending with its discouraging drain on taxpayers—business and individual—is *not* the answer. For business expansion and the creation of new job opportunities demands *business* spending. Where can business get the money to expand? From venture capital, of course—if investors have an incentive for risking their savings.

The answer then is this: To help business expand, Government tax policies should be designed to encourage investors to put up the money business needs to increase plant facilities, buy new machinery, hire new workers.

We, at Chilton, believe the policy makers at Washington should start *right now* the development of a realistic tax program designed to encourage the flow of venture capital into business channels. This, coupled with the slashing of the governmental red tape that now hampers business, could be the key to business expansion.



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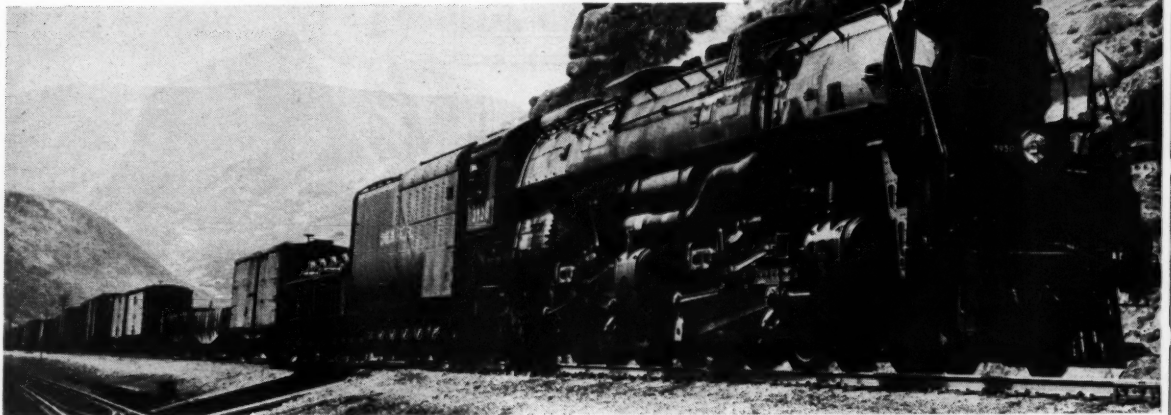
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AGE JULY, 1950

HEAVIER CARLOADINGS:

The answer to improved railroad freight revenue?

PART II ICC CONSIDERATIONS



BY G. LLOYD WILSON

*Professor of Transportation and Public Utilities
University of Pennsylvania*

In Part I of his heavier-carloading study, Dr. Wilson discussed the advantages and disadvantages of high carload minimum weights from the point of view of both shipper and carrier. In this, the second and concluding section, Dr. Wilson analyzes the attitude of the ICC and formulates certain conclusions.

The ICC has recognized heavy carloadings as an important element in determining the reasonableness of railroad freight rates upon a number of different commodities.

In *American Agricultural Chemical Co. et al v. A.C.L.R. Co. et al*, the Commission found unreasonable the rates on crude phosphate rock from producing points in Florida

to destinations in Massachusetts.¹ Reasonable rates were prescribed and reparation was awarded. The commodity is one of high density (85 lbs. per cu. ft.) and was shipped in lots ranging from 47.7 to 52.4 long tons per carload shipment. The rates assailed produced revenues ranging from 5.8 to 6.4 mills per ton-mile and from 28.1 to 30.8 c. per car-mile based upon average loads of 47.7 long tons per carload shipment, and from 32.9 to 34 c. per car-mile based upon average loads of 52.4 long tons per car.

In this case, cost-studies were admitted in evidence as "useful and valuable as guides to the situation that exists between revenue and average costs," although they were

¹ICC Docket No. 28947 and Sub No. 1, (258 ICC 779), 1944.

not accepted as representing actual costs of transportation.

The Commission stated: "Aside from competitive condition . . . phosphate rock is a commodity which is entitled to comparatively low rates. It is a raw material, . . . it is of low value, it loads heavily, and moves in substantial volume when the rates permit."²

The lower rates prescribed for the future were made subject to a carload minimum weight of 100,000 lbs., or the marked capacity of the car if less than this weight. Reparation was awarded, and the awards of reparation were affirmed on consideration of the case in 1945.³

In another case, in which rates on phosphate rock from Florida to points in the Southeast were under attack, the Commission gave similar consideration to the heavy loading characteristics of the freight,

² (258 ICC 779,787), 1944.
³ (263 ICC 619), 1945.

which averaged in this case approximately 49 long tons per car.⁴

The importance of heavy carloading as a factor in determining the reasonableness of coal rates has been recognized by the Commission. In *Holmquist L. and F. Co. v. C. and A. R. Co. et al*, the Commission took into consideration the fact that the cars were heavily loaded: 98,900 lbs. per car, yielding from 33.3 to 34.9 c. per car-mile for 825 miles. Another rate which yielded 27.6 c. per car-mile for a haul of 820 miles was found to be reasonable.⁵

Consideration was given to the propensity of raw sugar to be loaded in large lots per car (100,000 lbs.) in *United States Sugar Corp. v. A.C.L.R. Co. et al*, decided Feb. 27 of this year.⁶ The Commission found the existing rates unreasonable and awarded reparation. It commented that only cement and manufactured iron and steel have average loadings which equal or exceed this amount. The carrier defendants in this case cited 15 commodities whose average loadings exceed the carload minimum weight prescribed by the tariffs. These commodities include glass bottles, common brick, canned goods, cement, cotton seed meal, green hides, etc.⁷

In a case decided in 1912, *Advances in Rates for Transportation of Coal*, the Commission considered earnings per car and per trainload in the transportation of coal at relatively low rates per ton-mile.⁸ It stated that car-mile and per-train-mile revenues were better criteria of rate reasonableness than ton-mile revenues. It stated, in part: "Thus we discover that while the rate per ton-mile or the average of lake-cargo coal appears extremely low, the real earnings of the car or the train compare most favorably with the earnings of the highest class of freight which the railroad carries. . . . There could be no better illustration than this of the fallacy of placing reliance upon ton-mile earnings as a basis of rate-

making. As the Commission has heretofore found in many cases, a much fairer basis is that found in the earnings per car-mile and per train-mile. Much of the profitable freight carried by railroads of the United States, and perhaps this might be made broader and it could be truthfully said that most of the freight which pays the carriers the best is that which yields the lowest rate per ton-mile. This arises out of many facts which the traffic manager takes into consideration—the volume of the traffic, the heavy load per car, and the regularity of the movement."⁹

A similar conclusion was expressed by the Commission in its decision in *Ex-Lake Iron Ore from Chicago to Granite City*.¹⁰ In this case it observed that ton-mile revenues were relatively less significant than car-mile and train-mile revenues in judging the reasonableness of rates. Ton-mile revenues are of some assistance in fixing maximum reasonable rates, but at best they are only a rough and imperfect guide, due to the recognized principle that ton-mile revenues should normally decrease with increasing distance. "In many cases

we have recognized the infirmity of ton-mile yields as a test of the profitability of rates."¹¹ Both ton-mile and car-mile yields merit consideration, but the latter were found to be of more significance in the case of heavier-loading commodities.

In another case involving rates on crude phosphate rock from Florida to points in Central Territory, the Commission rejected the contention of the defendant carriers that the rates on this commodity should not be less than 8.25 mills per net ton-mile or 9.24 mills per long ton-mile.¹² The Commission stated: "It is obvious that the same standard cannot properly be applied to traffic of materially lighter loading, or to hauls of widely different distances."¹³

The conclusion seems warranted that economic and legal considerations point to the soundness of railroads and highway carriers making freight rates on different bases and upon different units of shipment, so that each may operate in the sphere in which it has a comparative economic advantage in service and cost.

¹¹ (123 ICC 503, 505), 1927.

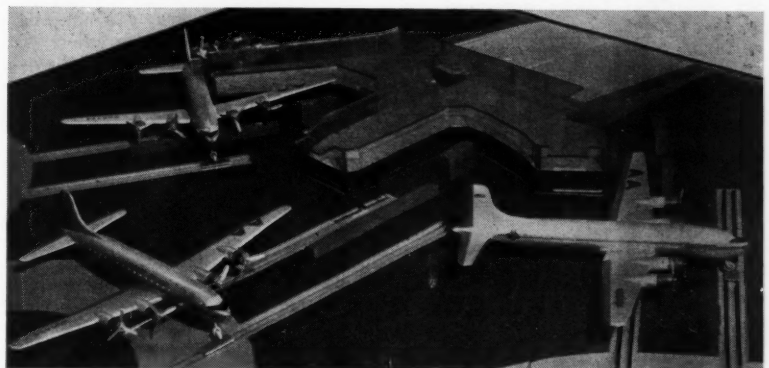
¹² ICC Docket No. 28960, and Sub. No. 1, Diamond Fertilizer Co. et al V. A. and R.R. Co. et al, (256 ICC 747), 1944; and (259 ICC 75), 1944.

¹³ (259 ICC 75, 80), 1944.

⁴ (22 ICC Rep. 604, 620), 1912.

⁵ *Id.* Docket No. 2709, (120 ICC 75), 1926; and (123 ICC 503), 1927.

Moving the Plane to the Freight



A AMERICAN AIRLINES and Whiting Corporation, Harvey, Ill., have come up with a plan for an air-freight terminal which envisions a radical departure in plane-loading methods. In the American-Whiting project, which has already passed the "model" stage (above), instead of the freight moving to the plane, the plane will move to the freight. This will be accomplished by means of steel plates running over underground wheels. The plates will run along a track extending from the end

of the loading platform to a taxi strip adjacent to the runway. When the plane sets its wheels on the plates, chucks spring up automatically to hold the plane in position. Then an operator switches on the power, and the plane is pulled sideways up to the loading platform. In model, ramp in background is for highway units delivering to the terminal. Present plans call for platform trucks to move freight from the highway carrier directly across freight platform to the waiting plane.

⁴ ICC Dockets No. 29451, et al. *International M. and C. Corp. V. A.C.L.R. Co. et al*, (269 ICC 611), 1948.

⁵ ICC Docket No. 18664, *Holmquist L. and F. Co. V. C. and A.R. Co. et al* (136 ICC 522), 1928; and (146 ICC 491), 1928.

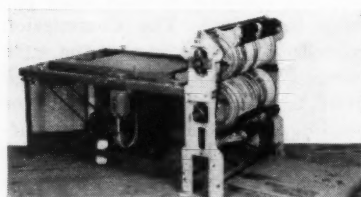
⁶ ICC Docket No. 30087, (*Mimeograph*), Feb. 27, 1950.

⁷ *Id.* Sheet 13.
⁸ *Id.* Dockets Nos. 26 to 26C, (22 ICC Rep. 604), 1912.

DA New Products News

Prints on Shipping Containers

No. 7 Auto-Printer, manufactured by Industrial Marking Equipment Co., Inc., New York, prints supplementary information, address, export marking, etc., on cartons, multi-wall bags, wooden shooks, and other con-



tainers at the rate of 2,400 impressions per hour. Container is placed on table top, and a continuous traveling chain equipped with dogs pushes it between printing rollers. Base-lock rubber type, said to be quickly insertable, is used, eliminating need for make-ready. Adjustable side rails mean that various sizes of containers can be used. Spring-loaded pressure roller compensates for variations in container thickness, and there is an indexing arm on drum for centering impression. Motor is $\frac{1}{4}$ h.p.; ink, quick-drying.

Industrial Tire by Monarch

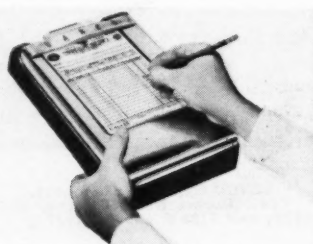
Mono-Cushion, new cushion tire for industrial trucks developed by Monarch Rubber Co., Hartville, Ohio, will cut maintenance costs on lift trucks and other industrial vehicles, and will mean easier steering, less load-breakage, and reduced floor-wear, according to company. Tire is said to be culmination of tests designed to get cushion tire with improved wearing qualities and better



shock-absorption characteristics. Both objectives have been accomplished, Monarch engineers say, by specially compounded rubber and correctly modulated contour. Data from maintenance departments reveals that cushioning the ride reduces wear on vehicles, particularly on steering linkages, bearings, and driving trains, company points out.

Portable Autographic Register

A portable autographic register able to handle full-size business records is being introduced by Uarco, Inc., Chicago, manufacturer of business forms and registers. The new unit, which is reportedly well-suited for use in warehouses and on loading platforms and delivery trucks, is 13



in. long, 8 in. wide, and $3\frac{1}{4}$ in. high, and holds 100 three-part business forms. This lightweight model features built-in clip tray for filing carbons. Tray is said to be quickly removed and replaced when filled—a feature which, according to manufacturer, makes for accurate end-of-day accounting.

Knock Out

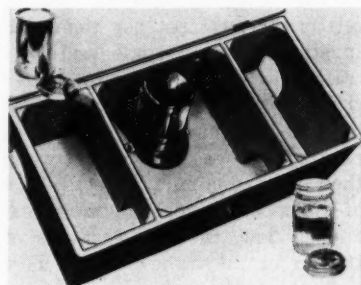
An engine said to employ a radical change in combustion technique—"a change which eliminates 'knock' and points to a 30-per cent increase in miles per gallon"—has been described by The Texas Co., New York. The new combustion process, which is still being tested in a single-cylinder engine, will also permit a fuel yield equivalent to 30 per cent more gallons per barrel of crude oil, it is reported. Practical application may be some years off.

Texaco Combustion Process is said to have the following features: 1) it eliminates knock; 2) compression ratio may be increased without regard for octane number of fuel; 3) supercharge may be employed in com-

bination with high compression ratio, without regard for octane number of fuel; 4) ability to burn lean mixtures will result in part-load fuel economy in almost any engine application; 5) ability to control load mixture by strength, without air throttling, makes it attractive for two-cycle engines which have many desirable characteristics when mixture strength method of load control can be employed; 6) engine can utilize fuels having no octane or cetane number specification and a broad boiling range. Basic concept of process is to make residence time of combustible mixture (in combustion chamber) so brief that spontaneous ignition and knock will not occur. This is accomplished very simply, it is said, by introducing air-fuel mixture into continuous air swirl in combustion chamber and burning mixture almost instantly. Mixture is carried by miniature whirlwind a very short distance to spark plug, where it ignites. Multi-cylinder engine will not be built for road-testing before mid-1951.

Tough on Mice

New mousetrap developed by Rocon, Inc., Denver, incorporates poison dispenser with tamper-proof bait station. Initially designed as a means of dispensing lethal "1080" compounds, unit is said to combine every known safety feature. Provisions have been made for fastening bait station to floor or wall to prevent accidental tipping or spilling. Three types of dispenser are available for use with various rodenticides: a spring-cap dispenser for large users who mix their own poisons, a dispenser incorporating a pronged opener which exposes canned poison by puncturing bottom of can as it is in-

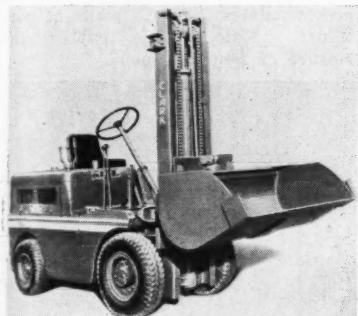


serted, and gravity-feed-hopper dispenser intended for use with dry bait.

Clark Offers Truck and Scoop

Clark Equipment Co., Battle Creek, Mich., has announced a 1000-lb. electric Trucloader fork truck and a scoop attachment (illustrated) designed for full hydraulic operation through the cycle of picking up load, tilting back for carrying, dumping, and returning to scooping position. Some of fork truck's features are reported as follows: Automatically ac-

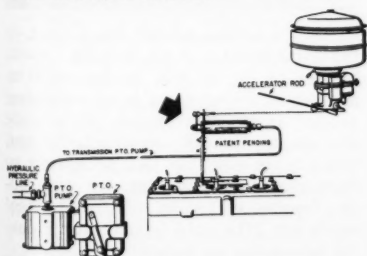
celerated control is standard equipment; control is non-plugging type—direction of travel cannot be changed until motor comes to full stop; "dead man" brake is operated off drive shaft of drive motor; unit has increased load capacity with 24-in. load-center rating, and 30 per cent higher speed. Separate motor provides power for hydraulic pump. Result is said to be



an 80-per cent increase in lifting and tilting speeds over former model. Newly designed scoop attachment is for handling small stampings, scrap steel, small castings, sand, gravel, stoker coal, grain, ashes, fertilizer, salt, wet mixed concrete and other similar materials which will fall through a 2½-in. screen. Chief advantages are reported as faster operation, absorption of detrimental shocks, and elimination of need for costly cover.

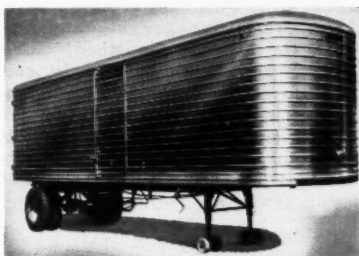
Truck Motor Throttle-Control

Improved operation of dump trucks, elevating endgates, and Stratton Hydroloaders is said to be possible through use of Hydro-Throttle Control manufactured by Stratton Equipment Co., Cleveland. Unit can be installed on all trucks equipped with hydraulically operated units deriving power from a power take-off (P.T.O.) source on transmission or separate power pack. Installation is on engine at any location permitting unobstructed linkage to accelerator lever on carburetor. Actuating linkage is non-kink bead chain. Pressure from P.T.O. pump or equivalent automatically actuates piston in the unit, and as pressure from power source increases to lift load, piston is forced into action to speed engine to proper r.p.m. As load is stopped or pressure reduced, throttle automatically returns engine to idling speed. Unnecessary racing of motor is thus eliminated, it is said.



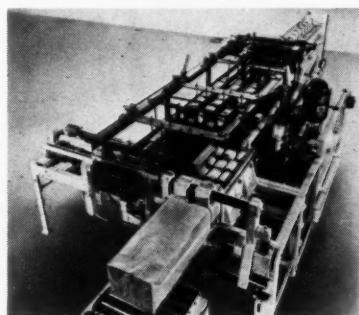
Aluminum Trailer

A lightweight aluminum trailer, designed, according to the manufacturer, to meet the demand for lightweight but extra-sturdy haulage equipment, has been announced by Gramm Trailer Corp., Delphos, Ohio. Built with full-frame construction, Superliner is said to weigh less than most frameless aluminum trailers without losing extra strength inherent in frame-type construction. Horizontal corrugated side panel extends around semi-round front for better appearance and less wind resistance, company states, and aluminum alloy rub rail incorporates wall retainer and floor seal for weather tightness. Unit is offered in several lengths and with a number of optional features to meet individual-customer needs.



Speeds Packing Operation

Union Bag & Paper Corp., New York, states that with its new automatic compression packer one man can compression-pack up to 180 consumer units into shipping containers every minute. Cycling at top speed of 15 shipping containers per minute, production of two or three packing machines can be fed into ma-



chine direct from packing lines, the company maintains. One- to 25-lb. packages can be handled with slight adjustment, and interchangeable duckbills make it possible to package rectilinear cartons or round-cornered bags.

Conveys Around Corners

Flex-Co, an adjustable roller conveyor designed to move goods around corners of any angle, has been put on the market by Berlin Chapman Co., Berlin, Wis. Conveyor units are made in 12-, 18-, 24-, and 36-in. widths



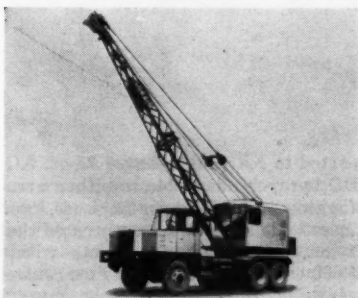
and can be installed in any combination of radii; for example, two 45-deg. turns, a 90-deg. turn which has seven units in it, or a 180-deg. turn which is 10 ft. 6 in. long. Units are portable as well as adjustable and flexible, and can be moved from one location to another to handle materials handling problems as they come up.

Odorless Paint

The Wilbur & Williams Co., Boston, originators of Dampecoat Enamel, which has been used in dairies, food plants, and where damp surfaces prevail, have come out with an odorless paint which, according to manufacturer, can be used in presence of food with no danger of tainting. Paint is white, can be brushed or sprayed over damp or dry painted or unpainted surfaces, and is said to dry dust-free in three hours.

Expands Crane Line

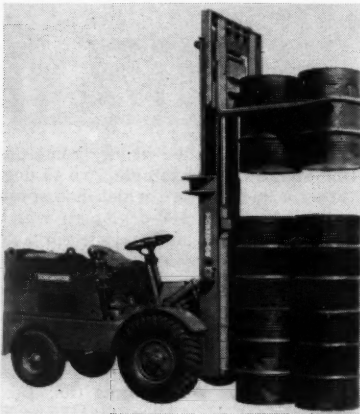
The availability of two new Lorain rubber-tire machines, each rated at 25 tons lifting capacity on outriggers at 10-ft. radius, and capable of working with 130 ft. of boom, has been announced by The Thew Shovel Co., Lorain, Ohio. Models MC-504 and MC-504W Moto-Cranes were developed by modifying the recently announced Lorain-50 Series turntable and mounting it on newly designed heavy-duty rubber-tire carriers. Turntables are powered by 6-cylinder gas engines; hydraulic coupling permits raising and lowering loads at variable speeds under control of gas-engine throttle. Latter feature, it is stated, permits hoisting at slow speeds with smoothness and precision. Units can be equipped with wide va-



riety of boom equipment, and turntables can be mounted on either of two carriers.

Towmotor Has Attachment

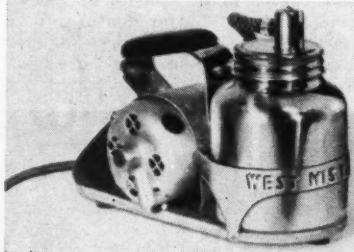
Hydraulic drum forks engineered by *Towmotor Corp.*, Cleveland, have been designed to help speed materials handling operations, according to a company announcement. All ordinary



pallet-fork operations, plus the handling of steel drums without pallets, can be easily accomplished with the new forks, it is stated. Right-hand fork can be moved laterally by double-acting hydraulic cylinder, while left-hand fork is anchored in stationary position. In picking up two steel drums, movable fork is first shifted outward; then truck approaches drums, allowing forks to pass to either side and below upper rolling rings of drums. Concave notches on inside edges of forks then make close contact with sides of drums when movable fork is closed. Drums are then picked up between forks and supported by rolling rings. To handle other type pallet loads, forks are used in normal manner.

Double Feature

A combination insecticide and electric sprayer, known as the Vaposector-Mistorizer combination, has been announced by *West Disinfecting Co.*, Long Island City, N. Y. Unit is re-

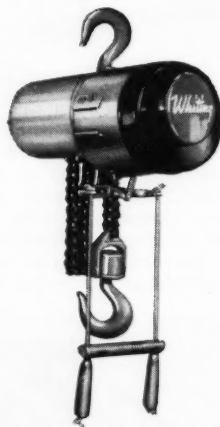


ported to feature improved 25-oz. AC-DC sprayer adaptable to either area-fogging or direct-contact use, and insecticide so highly concentrated that 1 oz. controls flying insects within 1,000 cu. ft. of space, and 2 oz. control crawling insects. Portable sprayer

dispenses 1 oz. per minute in fogging, 1½ oz. per minute in contact spraying. Used correctly, Vaposector is said to involve no danger of contamination, corrosion, after-odor, staining or explosion. In addition to 1/10th-h.p. 25-oz. Mistorizer, a full line of larger portable ¼- and 5-h.p. compressor units are available.

Redesigned Hoist Line

A redesigned line of electric roller-chain hoists has been announced by *Whiting Corp.*, Harvey, Ill. Units retain totally enclosed, double worm-gear drive of previous models, but many parts have been simplified and strengthened, it is reported. Hoists use spring-set, shoe-type motor brake in which lining is bonded to shoe, an arrangement said to provide improved braking power and longer brake life. Pull cord is at center of hoist frame to eliminate any tendency of hoist to tip when control cord is pulled. Relocated hoist control switch is protected from damage by new switch mounting, and switch wiring and motor brake are said to be easily accessible. Perfect alignment of motor is assured by locking



adaptor casting into position, it is announced. In the 2-ton hoists, built-in hook provides 2½-in. reduction in headroom. Available in capacities of ¼, ½, 1, and 2 tons.

Drum Liner Introduced

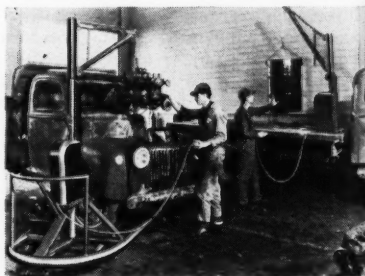
Electronic Wave Products, Inc., New York, has introduced a Visqueen polyethylene metal- and fibre-drum liner for shipping corrosives, pastes and adhesives with acid and alkaline reaction, and hygroscopics. Liners, which are said to be dimensioned to inside surfaces of containers, are made from standard Visqueen polyethylene tubing with wall thickness of .004 in. Tops and bottoms of same material, cut to follow contours of shipping package, are joined to tubing by electronic seal. According to manufacturer, this is one of the most efficient methods of sealing polyethy-

lene. Liners are available at present for round containers of 5- to 55-gal. capacity only, but company states manufacturing process lends itself to other types as well. They are furnished with tie-off spouts of polyethylene film, with separate flat tops, and with tops to which semi-rigid pouring spouts have been electronically attached. Illustration shows how liner accommodates itself to walls of container. Note simple rubber-band closure of pouring spout.



Portable Jib for Shop

Lift-All, a portable jib crane offered by *Lift-All Equipment Co.*, Portland, Ore., is designed for one-man operation and will reportedly hoist, lower, stop, and hold weights up to 2,000 lbs. Unit operates on its own shop dolly or from any position on truck bed and can be quickly shifted from one mount to another by one man, company states. Using push-button control, it is said, operator is free to move about for load guidance, and boom, said to be easily adjustable for height, swings completely around with load. Unit is powered by specially designed 6-volt reversible motor. Ordinary 6-volt car battery is used on dolly, and truck



battery supplies power when unit is truck-mounted. For shop work, 5-wheel dolly is said to be easy to maneuver, being capable of swinging around in its own length. It is wide enough to straddle obstructions and bring mast close to job, according to company. Drum is equipped with 40-ft. length of ¼-in. 6-strand steel cable for lifts, said to make unit easily adaptable as winch.

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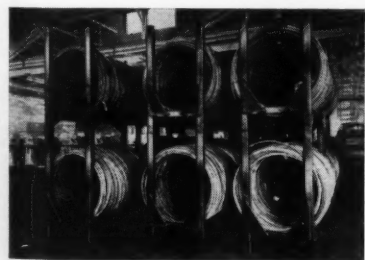
Re-styled Tractor Shovel

Salient features of the redesigned $\frac{3}{4}$ -yd. Payloader announced by *The Frank G. Hough Co.*, Libertyville, Ill., are said to be greater engine horsepower, increased built-in tractor effort, more digging power, faster speed ranges, and increased stability and balance. Four speeds forward—from 2.4 to 19.5 m.p.h.—and four reverse—from 3.5 to 28.7 m.p.h.—are provided in the full-reversing transmission. Exterior has been completely restyled.



Racks With Stacking Caps

Portable coil racks being manufactured by *Equipment Mfg., Inc.*, Detroit, have nesting caps welded on tops or bottoms of upright members to permit stacking to any height. Nesting caps are self-centering type, and racks can be readily placed in position by lift truck, company asserts. In addition to space conservation made possible by stacking feature, it is pointed out, time is saved by unitized handling of coils. Reinforced, open-end design permits lifting coils from rack as unit with crane hook or fork truck ram. Welded square-tube steel construction.



GMC Handles Ignition Seal

Sherolite, a water-repellent ignition seal developed by *Sherolite Chemical Corp.*, New York, for GMC's *Coach & Bus Division*, will be distributed by GMC, a recent announcement reveals. Product is stated to be a thin, workable liquid applicable to metals and electrical wires or connections by spraying or brushing at room temperature. It is reported to dry tack-free in 8 minutes and hard in 45. Advantages are said to be prevention

of high-tension ignition shorting and longer life and efficiency for vehicles and electrical systems. By coating such electrical connections as starter, generator and coils, Sherolite defeats leakage and facilitates starting in all types of weather, company reports. Dimmer switches, horn wires, radio wires, suppressors, etc., should also be coated, according to manufacturer. Leaking windshields are said to be waterproofed by application of coat to the joint.

Small Sprayer Does Big Job

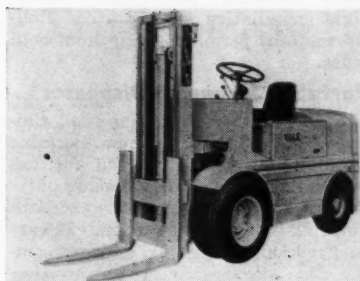
A motor-driven spraying unit which can be used to spray water-based paints, insecticides, and other products in warehouse interiors, or to spray oil stains or thin outside paints, is now being marketed by *D-V Laboratories, Inc.*, Cedar Rapids, Iowa. Spray Master does high-capacity spraying with small portable units, it is maintained, and can perform many jobs usually done with large compressed-air spray units. Pumps will develop pressures up to 150 lbs., but it is recommended that not over 60 lbs., said to be sufficient for painting, be maintained for continuous work. Unit comes with 2-cyl-



inder multi-motor or special light-frame electric motor. Five-foot suction and by-pass hose, 25-ft. material hose, and carrying handle are included.

Yale Truck Rugged

A new gas-powered, pneumatic-tired fork truck for use in outside storage and shipping areas, on freight docks, at airports, or wherever terrain is uneven, has been announced by *The Yale & Towne Mfg. Co.*, Philadelphia. Oversized pneumatic tires plus easy steering; the latter provided by inclined king pin which is also designed to protect steering gear against road shock caused by uneven terrain, are two of features said to help Yard King overcome high maintenance costs and operator fatigue. Cadmium plating on all undercarriage operating and steering connections reduces damage from rust and corrosion, while extra-large radiator and cooling sys-



tem help prevent overheating, manufacturer reports. Unusually low center of gravity is credited with providing high stability. Unit is available in four sizes, with maximum load-lifting capacities from 4,000 to 8,000 lbs. Collapsed mast-height is 85 in., stacking height 118 to 124 in., depending on model. Other lifts available. Governor holds speed to 13 m.p.h.

New Brake Lining

Seg-Mold, a new brake lining developed by *National Brake Block Corp.*, New York, after 35 years of research, is stated to mark an advance over the best known methods of friction-material production. According to manufacturer, the finest asbestos fibers, true carbons, and other high-grade materials are molded together under tremendous pressure in a new process. This is said to produce a density which results in longer wear and longer life for lining. High point in Seg-Mold construction, the company states, is true arcing to exact drum diameters, which permits greater braking surface and assures more efficient brake immediately upon installation.

Poncho for Pickup Truck

Utility Pic-Up Poncho, said by the manufacturer, *Harben, Inc.*, Dallas, to be the first truck accessory of its type ever offered, is installed simply by clamping to flare bead adaptor without use of bolts. Available for $\frac{1}{2}$ -, $\frac{3}{4}$ -, 1- and 1 $\frac{1}{2}$ -ton standard pickup trucks, unit telescopes into 9-in. space behind cab when not in



use and does not have to be removed from truck. Waterproofed canvas fits on heavy-gauge channel-steel frame, and special flareboard mounting adaptors attach to top of storage compartment over strip of Neoprene

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cork, insuring permanent, watertight installation, it is stated. Roll-up curtains permit loading from both sides.

Portable Strapping-Dispenser

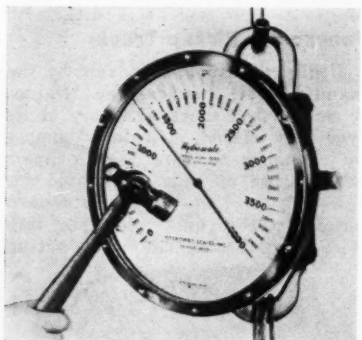
Signode Steel Strapping Co., Chicago, states that its new portable strapping-dispenser is ideal for use on loading docks and in remote parts of warehouses, and that it is excellent for bulk-binding loads in freight cars and trucks. On the job, declares com-



pany, dispenser serves as convenient working unit, with all tools, strapping, seals, staples, and anchor plates close at hand. Space is provided for two widths of strapping, and all reels run freely because strapping passes over anti-friction rollers, according to Signode.

Scale Guard Eliminated

A specially tempered impact-resistant dial glass which eliminates need for protective metal guards is now being used on Hydroscales, hydraulic



crane scales manufactured by Hydroway Scale, Inc., Detroit. The new glass is up to five times as strong as plate glass of equal thickness, it is said, yet will bend as much as 20 deg. without breaking. It will also absorb thermal shock of 500 deg. without breaking or distorting, making it practical to use the scales in areas where extreme-temperature conditions exist, according to manufacturer. Glass is said to be similar to that used during war in aircraft searchlights, where resistance to heat, rough treatment, and scratching were factors.

Woven-Wire Slings

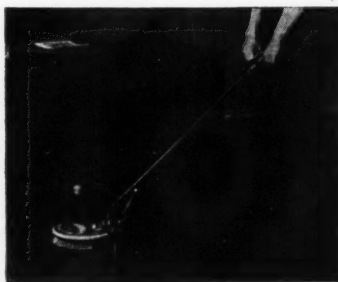
Cambridge Wire Cloth Co., Cambridge, Md., has announced that its



woven-wire slings are now available in standard widths of 3 to 30 in. and in standard lengths of 36 to 132 in. Other sizes can be supplied on special order. Introduced on a test scale a little over a year ago, woven-wire slings are constructed from adaptation of basic mesh used in Cambridge woven-wire conveyor belts. They are available in any metal or alloy, including stainless steel. Thus far, reports the company, they have been successfully tested and are in use for handling heat exchanger tube bundles, rod and bar stock, and pipe and cylindrical tanks. Special tempered-steel handles attached to both ends of sling permit use of either choke or basket hitch around material being handled.

Small Rug-Cleaner

Lincoln-Schlueter Floor Machinery Co., Chicago, has added a single-disc floor machine adaptable to in-the-home rug-cleaning service to its line of larger models. The Lincoln Cadet is available in two models: a rug- and carpet-scrubber equipped with shampoo-dispensing tank on handle and piping which directs solution through rotating brush; and a floor-scrubber with plain handle. By change of brushes, former can be converted into polisher, and both units can also be used for steel-wooling and sanding. Features include continuous-duty motor, double helical reduction gear unit, adjustable handle, rubber bumpers, and self-retracting wheels.



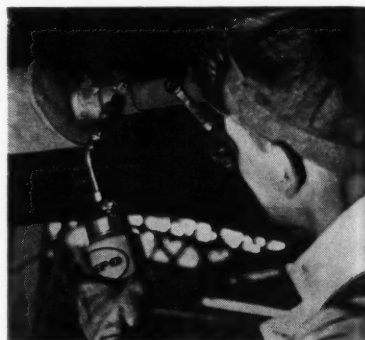
Safety Flaps for Highway Units

Cardinal Rubber Co., Barberton, Ohio, has placed equipment on the market designed to protect highway units against wheel-thrown stones, mud, scum, and water. Cardinal Safety Flaps, which are made of rub-

ber and are reinforced with tire-quality cord, are said to be easily installed on any make or model. Complete sets consist of two rear trailer flaps, two quarter fender flaps, two front trailer flaps, two running-board mats, and two front-fender flaps. Rear trailer flaps are available in four sizes, the others in one size only.

Hand Torch Introduced

The Prepo hand torch, a product of Pressure Products Corp., Chicago,



utilizes a disposable can filled with a new self-pressurizing, self-vaporizing compound of hydrocarbons to produce a 2,200-deg. flame within 30 to 60 seconds. Empty fuel container can be replaced in 30 seconds, it is stated. Pouring, priming, and pumping are eliminated. Unit weighs 1½ lbs.

Gas-Powered Conveyor

The gasoline-powered Stevedore, Jr., a belt-conveyor engineered for service where electricity is not readily available, has been announced by



The Rapids-Standard Co., Inc., Grand Rapids, Mich. Unit, which is mounted on two pneumatic tires for towing behind truck during field operations, is manufactured in 10- and 16-in. belt widths and 11- and 13½-ft. standard lengths (other lengths up to 21 ft. available on order), operates at any belt pitch from horizontal to 33 deg., and is said to handle distributed loads up to 500 lbs., depending on pitch of belt. Unit is powered by 1½-h.p. engine, and belt is operated through automatic clutch, giving speeds from 40 to 70 ft. per minute.

Rapids-Standard has also announced cleated power booster for power-stacking and boosting in limited

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space. It moves bags, cartons, crates, etc., at inclines up to 45 deg., can be rolled from job to job, and comes in 12-, 16-, and 20-ft. lengths and 12-, 16- and 20-in. widths. Second, the company has announced caster-equipped U-base stand for the Rapistan Stevedore, Jr., belt conveyor. It's made in four sizes—for 8-, 10-, 12-, and 16-in.-belt-width conveyors.

Streamlined Records-Control

An effort by American Airlines to improve reservations and ticketing service has resulted in an electronic reservations machine—the Reservisor—which is now being constructed under contract with American by Tele-register Corp., New York, for installation in New York City next year, and which, according to the airline, could permit other industries to establish, record, and furnish on demand, information on sales, routes, trips, carloadings and truckloadings, etc. It could control loading and unloading at warehouses or other points, American believes, and it is pointed out that it should be ideal for controlling inventories for organizations with far-flung or diverse operations. For American, the equipment will eliminate much bulky reference material now required by ticket agents to provide information and sell space on flights, it is stated, and will provide information on more than 1,250,000 seats on over 10,000 different American flight legs.

Heavy-Duty Diesels

Three new 161 Series heavy-duty diesel truck engines have been brought out by Buda Co., Harvey, Ill. Models 6DAS-844 supercharged, 280 h.p.; 6DA-844, 215 h.p.; and 6DA-779, 185 h.p. are all 6-cylinder units with practically the same mounting dimensions and are built on the same 161 Series production line. Displacement is 844 and 779 cu. in., respectively, and all three have bore of 5¼ in. Stroke of the 844 is 6½ in.; of the 779, 6 in. Features attributed to new line are more power with less weight, lower fuel-consumption, more mileage between overhauls, less maintenance on road, no smoke, smoother operation. New mono-lobe Dyna-Swirl combustion chamber is said to make for added h.p., and controlled-turbulence, low-pressure combustion system insures thorough utilization of fuel with no loss in the form of heavy black smoke, company states. Crankshafts are completely counterbalanced, and engines are provided with torsional vibration dampeners for smooth operation, it is pointed out, while many of the engine parts, such as intake manifolds, compressor brackets, gear housings and covers, etc., are made of aluminum to reduce engine weight.

How Alert Is Your Truck Driver?

SCIENCE, through the medium of a new device which determines how alert people are when performing routine tasks, has reared its head in the truck cab with results which may ultimately prove a boon to safe driving.

An experiment to determine the alertness of a truck driver over a long run and under varying operating conditions was conducted recently by the Institute for Applied Experimental Psychology of Tufts College, Medford, Mass., which developed the portable "alertness indicator" under contract with the Navy.

The indicator consists of a group of electronic instruments and recording devices housed in two units, each about one cubic foot in size. Electronic pickups, strapped to the head of the person performing the task, relay "muscle spikes" to the indicator from facial muscles in the region of the forehead. The read-

ings thus obtained indicate a rise or fall in alertness.

It is believed that with installation of a warning signal, which is said to be easily attached to the device, an operator performing a task will know when he is becoming dangerously lethargic.

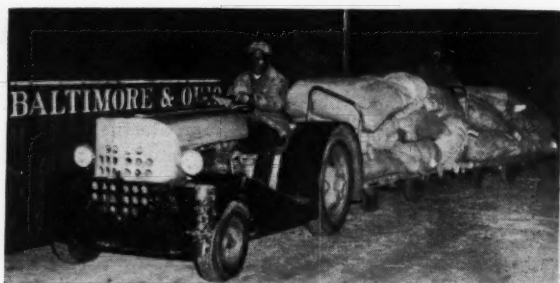
In the aforesaid experiment, a driver for the Arlington Storage Warehouse, Arlington, Mass., served as guinea pig as he drove a large truck-trailer from New York to Boston. Readings were taken every five minutes over a period of 11 hours and indicated, among other things, that the driver was most alert when turning the vehicle around, was considerably less alert at intersections, and was practically asleep during a ferry ride.

Generally, he was more alert in heavy traffic, when taking sharp curves, and when making sudden stops than when passing vehicles, driving fast, and driving in rain or snow.

Driver Herbert Teel with the alertness indicator alongside him and the measuring equipment strapped around his brow. Clearance for the test was obtained from ICC.



Official Photograph U. S. Navy



The new equipment will supplement older units, like this industrial tractor, which has been in service 10 years.

B&O + \$50,000 = R.R. Progress

A GOOD example of the modernization work being done at progressive railroad terminals is to be found at the Baltimore and Ohio's marine facility at Locust Point, Baltimore. The B & O has recently purchased \$50,000 worth of materials handling equipment to reduce the costs of handling 45,000 tons monthly of a variety of merchandise. The new equipment includes 10 two-ton fork trucks with push-off device and a ¾-ton fork truck with squeeze-arm attachment. Pallets used in the handling operations are owned by the stevedore agencies.

Unloading of merchandise is mainly by ship's gear. Where goods are extremely heavy, two 10-ton gantry cranes are used.

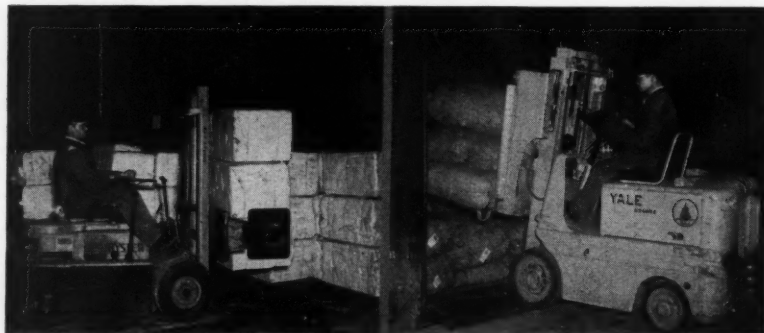
The steamship company, through its agents, discharges package goods and similar merchandise on an area of the pier designated by the terminal. Loading the goods into rail cars—and in some cases, highway carriers—is the responsibility of the terminal.

Sugar and other bagged com-

modities discharged from a vessel are moved by the stevedore company on tractor-trailer trains to the spot on the pier stipulated by the terminal. At this point, the fork trucks with push-off device go to work, taking the merchandise to the rail siding and loading it into the cars. Additional car-labor is not required. Un-palletized canned goods and like merchandise are also loaded with the push-off unit. Woodpulp is handled by standard fork truck, while commodities like baled paper pulp are moved by fork truck with arm attachment.

In addition to rail cars, truck-trailers call at the Locust Point terminal. In these operations, the terminal is responsible only for placing the goods on the platform at the tailgate of the truck. The trucker does his own loading. Each of the covered piers has a truck-loading platform located a short distance from the point where the ship is unloaded, facilitating the loading of the highway units.

Equipment includes fork trucks with arm attachment (left) and with push-off device



MILITARY DISTRIBUTION

(Continued from page 19)

selection of letters or numbers to identify an item is being conducted with civilian agencies of the government. The goal is to describe all existing items by July, 1952.

Material Control

An essential element of the military distribution systems is efficient control of stock. The Munitions Board is now working on the development of policies to increase this efficiency. The systems for material control must include policies, standards and procedures which relate supply to operational needs. As in commercial channels, it is essential that the right item be available at the right place at the right time and in a quantity consistent with effectiveness and economy. And again as in commercial channels, efficient material control will make possible the maintenance of minimum investments in inventories and will permit planning of effective transportation and storage programs.

Each supply system has a central point for balancing supply and demand. This central point insures that appropriate action is instituted to eliminate unnecessary material and to procure required material. In general, each central point receives and analyzes reports of stocks on hand. Gross requirements are computed periodically, and from these are subtracted the available assets reflected in the stock-status data. As a result, information is provided which determines whether stocks will be redistributed or disposed of as surplus, or whether procurement will be initiated.

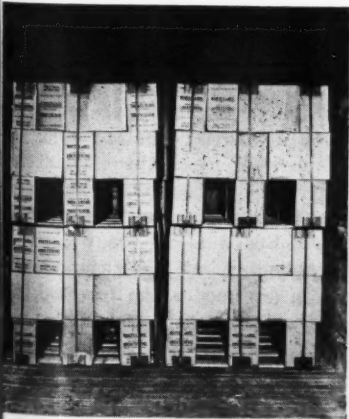
The development of effective management and control of material presents many problems similar to those encountered in the commercial world. The maintenance of inventories at minimum levels consistent with needs, minimizing the small-order problem, and reducing the number of transactions are but a few of the distribution problems common to both military and civilian affairs.

Storage and Materials Handling

This field lends itself with the least difficulty to the establishment of uniform standards, policies, and procedures and is closely related to industrial developments. Major items of materials handling equipment have already been standardized with the cooperation of an industry advisory committee. It is expected that by the end of the next fiscal year many of the military depots will be operating on the basis of uniform materials handling and warehousing practices. Work is proceeding on standardization of pallet sizes and design, on standardization of space terminology, and on standardization of warehouse design. A reciprocal training program has been established with industry, and mutual benefits are reported.

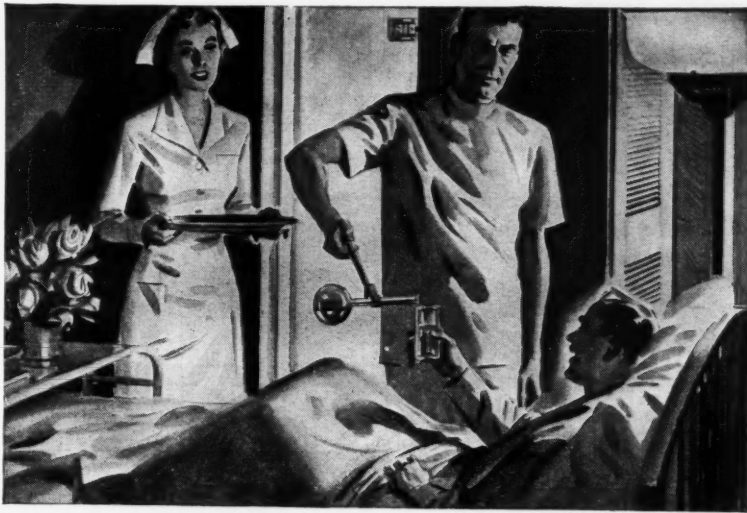
As in industry, the use of materials handling equipment and palletization is on the increase. These developments are being coordinated with material control, transportation, and maintenance.

The development of a standardized pallet presents an interesting example of military distribution problems. A 48 x 48-inch pallet proved too large for efficient truck-loading, and development of a 40 x 48-inch four-way pallet is now under study, but this raises problems in connection with the loading of a smaller pallet in ships and with the utilization of shipping space. This is a perfect demonstration of the type of coordination that is required between two or more distribution



One of the methods used by the military. Unit loads without pallet are stowed in one end of a boxcar for rail shipment.

Atom pile by-products "fly" to help medical research



Radioisotopes were needed by a Boston hospital for patient treatment. Lead-shielded box of radioactive iodine (weight, 35 lbs.) picked up by Air Express in Knoxville, Tenn., at 11 A.M., delivered 7:15 P.M. Charge, \$8.60. Hospitals, like all business, use Air Express regularly to get supplies from anywhere in hours.



It's easier and more convenient to use the world's fastest shipping service. When shipments are ready, just phone for pick-up. Special door-to-door service included in the low rates.



Shipments keep moving. Air Express goes on every Scheduled Airline flight. Frequent schedules. Use dependable, experienced Air Express—keep your business rolling at a profitable clip.

Air Express gives you all these advantages:

World's fastest transportation method.

Special door-to-door service at no extra cost.

One-carrier responsibility all the way.

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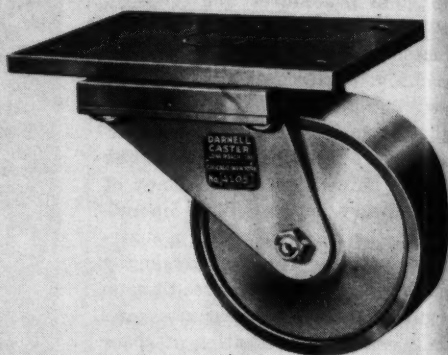
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functions, both in the military and the civilian sphere.

Transportation

The Department of Defense is spending about \$270,000,000 annually for commercial transportation. While a certain amount of this traffic is peculiar to the military, a great deal of material being moved by the armed services is

similar to that moved commercially. The need for teamwork between purchasing, distribution and traffic officers becomes evident as means are sought to reduce distribution costs. The Hoover Commission, in fact, recommended that traffic managers become a part of the supply organizations.

Closer coordination of traffic and supply will permit reduction of dis-

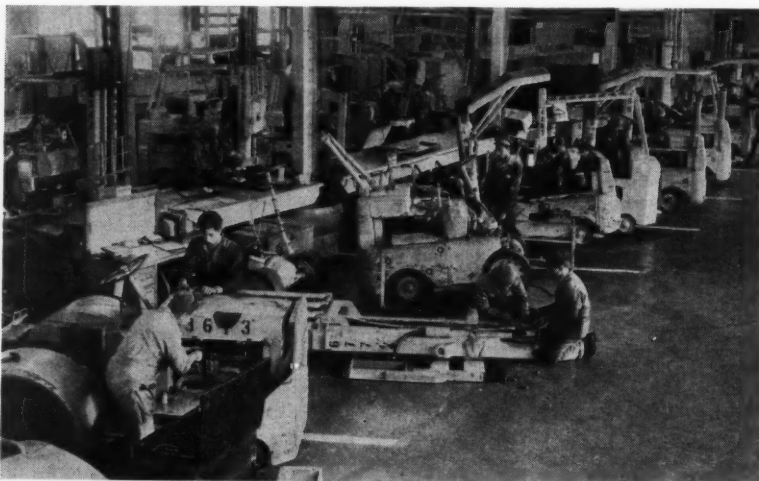
tribution costs, consolidation of shipments, elimination of cross hauling, effective use of intrastate privileges, and the reduction of inventories. Consequently, the Munitions Board is working on a program for unified traffic management. This program is concerned with routing, classification, rates and other traffic management functions. Studies are also being conducted to determine economies that may be attained by the use of various modes of transport.

Maintenance

The development of standards for repair, reclamation and servicing will mean the efficient and economical conservation and reclamation of material. The Munitions Board is in the process of establishing a maintenance program designed as an integral part of the Department of Defense supply system.

★ ★ ★

This discussion of the major elements of military distribution has pointed to the type of problems encountered and has, by implication,



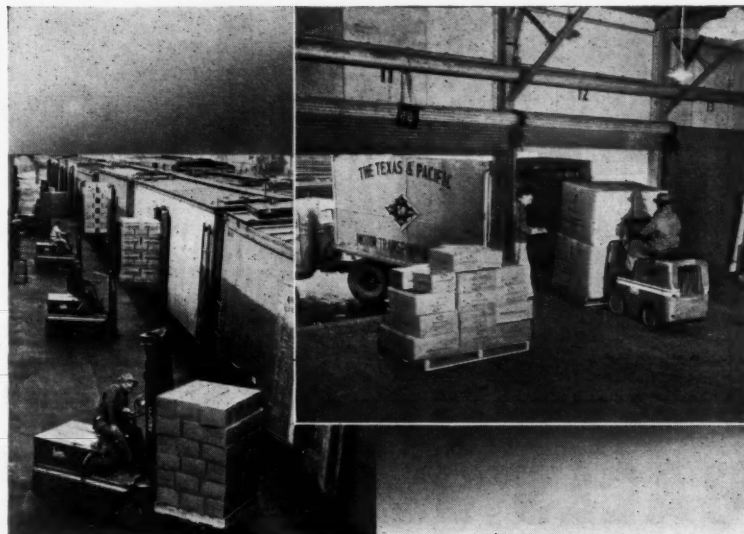
Eighteen hundred pieces of equipment are overhauled each month in an assembly-line operation at the huge maintenance shop at the Naval Supply Center in Oakland, Calif.

tion, indicated areas where mutual benefits may be derived by the military and industry in joint studies of common business problems. Of course, the military distribution systems are set up not only for economy during peacetime, but for swift conversion to efficient operation during mobilization or war.

Typical joint problems relate to location of warehouses and to selection of channels of distribution. Many of the military depots were established during the war and do not necessarily represent the best location in the light of current or future needs. The study of these locations in terms of proximity to consumers, transportation costs and related items is a field which will need investigation. The development of techniques for measuring the efficiency and economy of the location of depots and appropriate distribution channels might well be undertaken jointly by industry and the military.

Summing up, there are several concepts of commercial distribution which are applicable to the military distribution systems. These concepts may not be directly transferable but with suitable modifications they may be of benefit. While we do not find conventional buyers and sellers in military distribution, nevertheless techniques evolved to reduce the cost of commercial distribution may be used to increase the productivity of military distribution. Methods of reducing negotiated transactions and movement of goods, utilization of terminal facilities, classification, routing, materials handling and storage practices—these and other commercial activities have their counterparts in the military distribution systems.

Both the military and commercial systems seek to minimize the number of transactions to maximize routine. Both systems seek to reduce the movement of goods to the minimum aggregate distances necessary. Both seek to standardize and reduce paper work, maintain accurate records of stock, and forecast needs scientifically. Sufficient fields of mutual interest exist to encourage the development and exchange of information and techniques.



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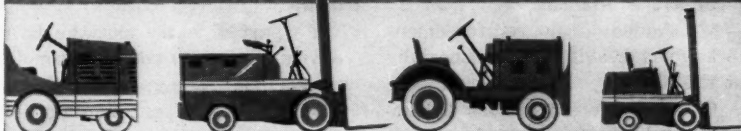
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"DAMAGE-FREE" BOX CAR

(Continued from page 27)

Transportation Corporation who will handle the management of the cars while they are on the road. Leasing arrangements such as this usually result in higher car-mile profits and maximum usage to the railroads.

To qualify for the compliment the builders have fondly bestowed by calling it a "shipper's delight," the GAEX possesses these further features:

- (1) Eight-foot side doors, wide enough to allow the use of mechanical lift equipment;
- (2) Added floor reinforcement to support heavier loads, especially at the doors;
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Each GAEX car is equipped with a loading device developed some time ago by the Evans Products Company. It is simple in principle and consists of only three main working parts:

(1) Vertical steel plates fastened at intervals to the sides of the car;

(2) Wall members which move up and down between the adjacent steel plates; each member may be moved independently of the others; larger and slightly heavier members are provided to stretch across the car doors;

(3) Cross members to hold the load in place; these engage the wall members on each end and are locked in place to hold the load firmly.

As part of every car, the Evans device eliminates the need for dunnage or bracing. The General American Transportation Corporation estimates that this should result in a total saving of about \$80 a carload, representing a saving of \$45 for the shipper and \$35 for the railroad.

An outstanding virtue of the loading device is its adaptability to LCL shipments. Because of the

difficulty in properly bracing these shipments, extensive damage is often done to the freight. Further, the device will speed up the loading and unloading of cars, enabling the shipper, consignee and railroad to realize additional savings. Finally, because it permits floor-to-ceiling loading often impossible with present bracing methods, the device will make possible heavier and larger payloads. When considered along with the car's greater length, this is expected to increase payloads by at least 50 per cent, according to the manufacturer.

It is hardly fair to judge the GAEX on the strength of its promotional material alone. Tests to be made in the near future will prove if it has lived up to its advance notices. Nevertheless, it would seem that it does hold the answer to the railroads' problems. And if it assists the railroads in their present program to increase payloads, lower costs and lower rates, then the GAEX will look far more delightful in motion than it does on paper.

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Imagine a "Foreign Island" within the United States, free from customs restrictions, duties, bonds and warehouse time-limits...that's Foreign Trade Zone No. 4 at Berth 60, Los Angeles Harbor. Duties are paid **ONLY** when the goods pass into U. S. Customs territory.



Los Angeles Harbor is the front door to a Southern California population of 6,000,000 persons—4,000,000, alone, reside in the Los Angeles metropolitan area. This is a concentrated, immediate purchasing power area.

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Manipulate goods (label, classify, sample, mix, repack, recondition, grade, assemble, sort, clean, bag, polish and test)

Stockpile Critical Materials • Store Indefinitely

No Customs Restrictions • No Duties or Bonds required until goods enter U. S. Customs territory

TRANSPORTATION POLICY

(Continued from page 16)

and service merits of the several carriers offering services. That is the reason for the recent widespread diversion of traffic from the railroads to the motor carriers.

It should be made clear that the railroads, in considering the matter of retaining tonnage, are faced with many problems other than that of lowering freight rates.

There is the transit-interval problem. Today, shippers and receivers of freight are accustomed to the fast service rendered generally by the motor carriers.

There is the inventory problem. Receivers of freight frequently can save substantial sums by routing via truck because of the lower minimum weights. Less storage space is needed when materials are received in small quantities on a more frequent schedule than when they are shipped in larger, carload quantities. The trucks make this possible, since their truckload rates are comparable with rail carload

rates but their minimum weights are very much lower.

There is the loading and bracing problem. Shipments by truck usually require less intra-plant handling and less bracing. For example, a truck will make several stops within the confines of one industrial plant at no extra cost. Material shipped by rail must be carted to the car, or the car must be switched at additional cost. It is common knowledge that, on the average, much less bracing or dunnage is required for shipments via motor carriers than for shipments via rail carriers.

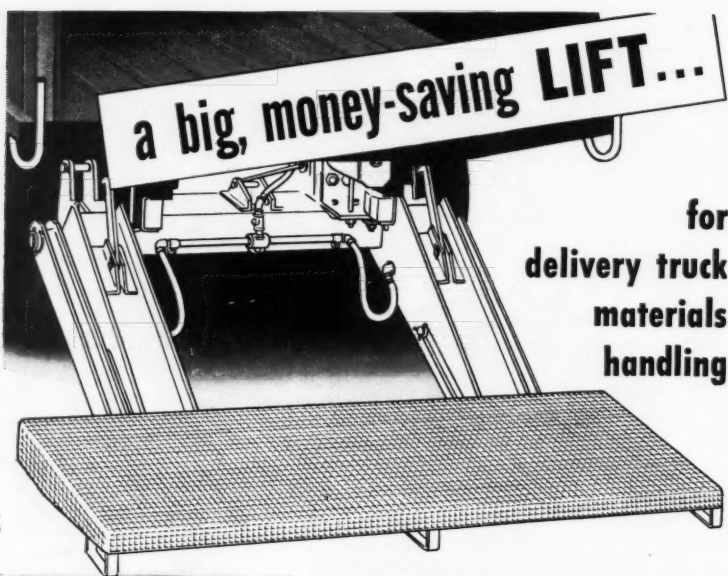
Let us hope that the railroads will adapt themselves to a more rough and tumble competition. Collectively, they must learn to exercise more initiative if they are to maintain their position as our primary transportation service. Railroad management must develop an improved and enlightened attitude. We admit that gradually they

are seeing a bit of daylight. The railroads did do something to help themselves when they published a long list of reduced steel rates to recover steel movements previously diverted from rail to truck services.

One of the things that can be done to improve transportation generally, then, is to help the railroads help themselves. The overall approach must be that healthy railroads mean healthy transportation.

Getting back to our national transportation policy, it seems obvious that what is needed is a determined effort by all organizations of transportation people to develop and get behind a program to establish a new transportation policy. In the hope of stimulating thinking, discussion and possible action, there are listed below, a few of the most discussed considerations for inclusion in a new, revised national transportation policy. It is hoped that this particular grouping of ideas will result in provoking some serious thought on this important subject. They are as follows:

(1) Except for steamship companies engaged in foreign service



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Larry Thurston, Pres.

(subject to national defense considerations), place all types of transportation under one federal regulatory agency. But this agency must be kept absolutely free from political considerations or influences.

(2) Remove the government from active participation in any form of transportation for hire. This would make it mandatory that the government dispose of the Mississippi Barge Line to private interests.

(3) Foster an active program of railroad consolidation.

(4) The ICC should have less jurisdiction over freight rates, thereby creating freer rates to provide increased flexibility to common-carrier management in exercising managerial discretion.

(5) Sponsor a national motor vehicle set of maximum-weight and size restrictions to replace state regulations affecting motor carriers operating in interstate commerce.

(6) Support common-carrier management in eliminating abuses of feather-bedding rules in the eventual best interests of both management and labor.

(7) Permit further abandonment of railroad branch lines that do not pay their way and where truck service can adequately replace rail service.

(8) Insist that different types of carriers—the railroads and the motor carriers, for example—work together where practical and feasible, instead of, as at present, sponsoring mutual distrust and non-cooperation. The public interest dictates that they not be permitted to destroy each other.

(9) Remove excise taxes on transportation charges.

Public Opinion a Factor

Naturally, no one wants government ownership. Such a happening would be a terrific blow to our system of private enterprise. Every reader of this article should make an effort to contribute something positive to mold public opinion in the right direction. It is public opinion, in the final analysis, that will influence Congress to make the needed revisions in our national transportation policy.

Advanced custom design gives new distinction to van styling



New developments fresh from the drafting boards of The Gerstenslager Company's design department have established new standards of beauty and distinction for the custom-built van body.

Now, more than ever, you find that Gerstenslager design provides that impressive appearance which helps your van to meet its full responsibilities as a traveling representative of your business.

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WHAT'S IN A NAME?

(Continued from page 21)

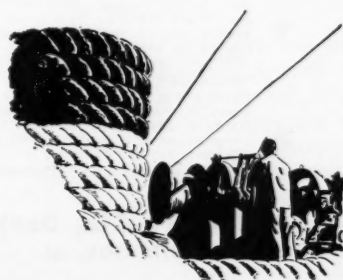
A reverse situation is revealed in the *Shell Petroleum Corp. vs. Abilene & Southern Ry. Co., et al* decision [191 ICC 147]. The facts submitted in this case indicated that Shell Kleanzit, Shell Spot Remover and Shell Lighter Fluid were trade names applied to a product which the complainant asserted was gasoline. This gasoline, Shell stated, was received at its plant in tank-car loads and was poured into drums and cans of various sizes without processing at the plant. The cans were then packed in cartons and boxes for shipment.

The complainant contended that these products were nothing more than gasoline and consequently should be accorded the freight rate applicable to same. (Gasoline in metal cans boxed for shipment and in barrels shipped by the carload, is rated fifth class in the consolidated freight classification, although generally lower commodity rates prevail). On the other hand,

the defendants said that the third-class LCL rates and the fourth-class carload rates applicable on cleaning, scouring or washing compounds NOIBN were proper for Kleanzit and Spot Remover, and that the second-class (any quantity) rates applicable to cigar- and cigarette-lighting liquids or pastes in barrels or boxes were proper for lighter-fluid. The railroads indicated a willingness to apply the gasoline rates on these products when the word "gasoline" was shown on the drums and cans. The complainant did not assail the rates on cleaning compounds and lighting fluids as such, but contended that they were unreasonable only when applied to all three of its products.

Upon completing its investigation, the Commission ruled that the gasoline rates were applicable to Kleanzit in drums and to Kleanzit, Spot Remover and Cigar Lighter Fluid in cans, cartons and boxes when the word "gasoline"

appeared on the drums and cans, and that in the absence of the word "gasoline" on the drums and cans, the freight rates on cleaning, scouring or washing compounds not otherwise indexed by name, could be correctly applied on Kleanzit and Spot Remover; and further, that the freight rates on cigar- and cigarette-lighting liquids or pastes would be those applicable to lighter-fluid. Thus, the complainant company realized a considerable saving in freight costs through addition of the word "gasoline" to its labels—a saving, it might be added, which clearly demonstrates the traffic manager's role in the marketing function.

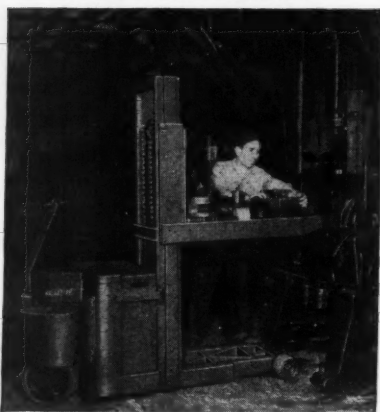


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TRUMAN PLANS

(Continued from page 28)

would inevitably lead to the assumption of greater powers. It would place in the mind of the executive department a great temptation to exercise such control to serve the political ends of dominant groups. It would be folly to assume that such an exercise of power would not increasingly result. The legislative branch of the government, by making these further concessions to the executive branch against the exercise of its own powers, makes it virtually impossible to ever restore them to its own branch.

Let no one believe for a moment that the defeat of Plan 7, concerning the ICC, is anything but temporary. It was knocked down; it was not killed. The time remaining for this present Congress is too short to anticipate well-considered, comprehensive legislation dealing with the problems of transportation. However, the Interstate Commerce Committees of the two Houses of Congress are now en-

gaged in broad studies of our transportation problems. They are assembling a vast amount of useful information which will greatly aid them in securing comprehensive legislation dealing with the over-all picture of transportation in the next Congress.

Plans 7, 13, and 21 were labeled as part of the recommendations of the Hoover Commission. The Hoover Commission Report, together with the varying recommendations of the President, were received by the country with a hasty fanfare of uninformed approval by the press and other agencies of publicity. The work of the Hoover Commission was a commendable effort to perform a service for the country. However meritorious it may be, it certainly did not relieve Congress of the duty and responsibility of thorough consideration of each proposal. The adoption of the specialized treatment in the procedure of Congress for the handling of reorganization plans is a fundamental departure from ordinary procedure—a departure that should not be followed by any legislative body operating under a popular form of government. In effect, it denies most of the regular committees of Congress having jurisdiction over the subjects involved, any participation in determining whether any proposed plan should be approved.

There was probably never a time when users and suppliers of transportation had to be more on guard than now. The next couple of years will be crucial. Either we retain our transportation facilities in the hands of private management or we fall into the pit of socialization. We have to face the obvious necessity of adjusting legislation and administrative control to the conditions of today and of the foreseeable future, which may mean scrapping the old and adopting a new transportation policy. But at the same time, action should come through established channels, not through the quick and easy route of "reorganization plans" which concentrate power in just one place—the executive department.

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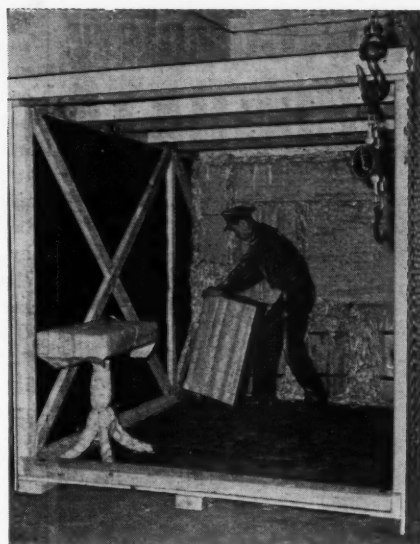


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INTERSTATE SHIPMENT

(Continued from page 23)

and delegated the regulatory powers to the ICC. Upon reference to 49 U.S.C.A. 1 (2), we read, "[The Act] shall not apply (a) to the transportation of passengers or property, or to the receiving, delivering, storage or handling of property *wholly within* one state and *not shipped* to or from a foreign country from or to any place in the 'United States . . . ' The words 'wholly within,' 'not shipped,' and 'foreign country' have been italicized because of their importance in this discussion, but, of course, they must be read in context with the entire paragraph. They are constantly cited in decisions bearing on interstate and intrastate commerce. 'Ordinarily where the transportation is between two points within a State and 'wholly within' the State, it is an intrastate shipment and not subject to the Act to Regulate Commerce," 49 U.S.C.A. 1 (2), *Gulf C. & S. F. Ry. Co. v Texas*, 204 U.S. 403, 51 L. Ed. 540, 27 Sup. Ct. 360.

Here the court uses the words "wholly within" in their decision. The proviso excluding transportation "wholly within" a state is a mere disclaimer of any power on the part of Congress in passing the Act to Regulate Commerce to exceed its constitutional power. It sustains the Act by exempting only intrastate transportation. See *Texas etc., R. Co. v U.S.*, 234 U.S. 342, 58 L. Ed. 1341, for a complete line of authorities on this point.

"The reshipment of an interstate or 'foreign' shipment does not necessarily establish a 'continuity of movement' or prevent the shipment to a point within the same State from having independent or intrastate character, even though it be in the same cars." (*A.C.L. R. Co. v Standard Oil Co.*, 275 U.S. 257, 48 Sup. Ct. 107.) In this case, oil was moved from a foreign country in the shipper's own tank steamers and piped into cars at the port of entry. The court held there was no "continuity of movement" to bring

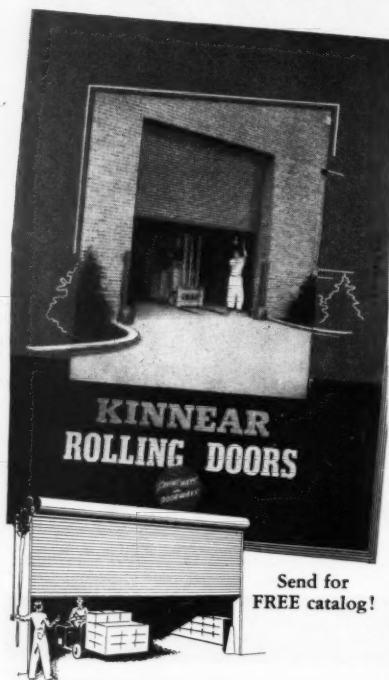
the shipment under the jurisdiction of the Act to Regulate Commerce, even though it was reshipped in the same cars. However, it is submitted that the court did not pass upon the fact that the oil arrived at the port by "private means," i.e., in the shipper's own tank steamers, and therefore was not "shipped" to the port via common carrier, but under a charter-party arrangement. If the oil had arrived at the port via a common-carrier steamship line instead of by private means, an adverse decision might have been rendered because then the oil would have been "shipped" and would not come within the exemption provisions of 49 U.S.C.A. 1 (2) (a).

Intention Test

The most frequent test used to determine whether a given transaction is interstate or intrastate commerce is the intention of the parties at the time the contract of sale was negotiated. What did the parties intend by their words and subsequent actions at the time of contract?

In one case, "the mere intention

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You'll have full information on cost-cutting doors for every need in this complete new Kinnear catalog. For example, it presents: **KINNEAR ROLLING DOORS.** The famous interlocking steel-slat doors — originated by Kinnear — glide smoothly, easily upward, coiling out of the way overhead. They save floor and wall space. All-metal construction assures extra years of low-cost service, plus protection against fire, storm, intrusion, damage. Available with motor operation.

KINNEAR ROLLING FIRE DOORS. The famous "Akbar" Fire Door, similar to doors above, but featuring automatic closure in case of fire, with safety for building occupants.

KINNEAR ROL-TOP DOORS. Sectional-type upward acting doors, wood or all-metal. Paneled for glass as desired.

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of the owner of a carnival show equipment to continue his tour beyond the state did not convert a contemplated movement of the show between two points within the State into an interstate movement so as to preclude the State from requiring that the transportation service between such points be performed by a carrier and fixing the rate chargeable by the carrier for such service." (*S. P. Co. v Arizona*, 249 U.S. 472, 39 Sup. Ct. 313, 63 L. Ed. 713.) The railroad sought authority to sustain application of the interstate rate. The court refused to grant it, however, saying the intrastate rate was the legal rate.

A word or two about legal rates may be appropriate because there are so many misconceptions concerning them. If there are two rates in effect between two points, usually the lower of the two applies unless, of course, one is restricted in its application or is unlawful. One of the two rates, by the same token, is the legal rate, but here again there may be no alternative application provided in the tariff, or the rate may not apply via the same route, or one of the rates may be lawful class rate, the other a lawful commodity rate. If so, the lawful commodity rate applies, and the lawful class rate cannot be used. Therefore, it is inadvisable to lay down a flat rule to be followed in every instance. Each rate situation is a problem in itself.

What has been said in reference to legal rates applies with equal force to the problem of interstate and intrastate rate application.

If the shipment moves in interstate commerce, the federal rate applies for reasons stated above even though the state rate may be lower. However, in 263 I.C.C. 587 and in 266 I.C.C. 303, the Commission found that where two rates were published for the same movement, the applicable rate would be the one that does not do violence to the provisions of the Act to Regulate Commerce, such as a fourth-section rate. In *Case No. 29122, Baron Bros., et al. v A. G. S.*, the Commission allows a mis-published rate, where there is no other rate published, to apply on like traffic for the same movement, and such a decision seems contrary to established law. However, tariff

interpretation is always a question of intent and a tariff must be construed as a whole, not merely on what the rate is between two points. The Supreme Court said in *ICC v B&O*, 225 U.S. 326-45, "tariffs are but forms of words and that the Commission may look beyond the forms to what cause them and to what they are intended to cause and do cause" if a conflict in tariff-publication arises. In other words, in rate conflict, we find (a) low-tariff rate, (b) high-tariff rate, and (c) the law. The shipper must apply that rate which is lawful, whether it is the higher or the lower rate.

Intrastate Traffic

When a shipment is made from a point within a state to a point in the same state, no question should arise, because the movement is obviously intrastate. However, if no intrastate rates are published, the interstate rate applies.

If goods are shipped from state X to a warehouse in state Y, and the warehouse ships these goods via local intrastate truckmen to buyers in state Y, the better-reasoned cases hold that the latter movement is intrastate commerce.

The cases turn upon the intent of the shipper at the time of the original shipment. The shipper did not intend that any portion of the shipment was to go to any particular firm or place by reshipment. Moreover, the warehouse made the selection regarding what particular lot was reshipped to a certain buyer. Furthermore, the shipper may have shipped the car intending that the contents should become part of a mass held in storage at the warehouse. When the shipper sent reshipping instructions to the warehouse, the shipper did not tell the warehouse that the cases in the car he had shipped should be reshipped to buyer A, but left selection to the warehouse. In fact, we can go so far as to say that the shipper did not have an order from buyer A at the time the car was shipped. Therefore, there was no intention to sell to buyer A at the time the car went forward.

The case of *General Oil Co. v Crain*, 209 U.S. 211 seems to sustain the above viewpoint. In *Sure-*

less Contract Carrier Application, 4 M.C.C. 488, and Kelly Contract Carrier Application, 7 M.C.C. 315, the Commission held that a movement of goods from a warehouse, where the goods were received from an interstate carrier, was intrastate commerce on the outbound truck movement when they were reshipped from the warehouse as needed.

In *A.C.L. v Standard Oil Co. of Kentucky*, 275 U.S. 257, intrastate rates were applied on oil pumped from a tanker into tank cars at the port. This case turns on the fact that the oil in the tanker was a mass, one gallon not being distinguishable from another, and that no intent was formed prior to shipment of the tank cars to sell a particular portion of the oil to a particular party. It was a bulk movement to the port, broken up upon arrival, and reshipped in smaller component parts.

It should be remembered that when the Supreme Court of the United States splits five to four on a decision, the minority view has considerable importance, even though it is not the law, for the minority view often becomes the majority view at a later date. What is considered interstate commerce by a five to four decision today can very easily be considered intrastate commerce tomorrow. All the states are jealous of their rights and resent the invasion of the federal power, but once this power invades the sphere of the state's activities, the state has lost its regulatory power and must recognize the superior federal power.

With the concentration of more and more power in the federal government, it can easily be assumed that the questions of intrastate supremacy will soon become a thing of the past. Many cases on the books point to this.

The ICC has jurisdiction over and is charged with the administration of the Act to Regulate Commerce, of which Section 1 (2) (a) is a part. However, the Commission has no jurisdiction over the commerce clause of the Constitution (Article 1, Section 8).

Therefore, shipments may in one instance come within the provisions of the Constitution and in another under the Act to Regulate

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Commerce. In other words, commerce may be interstate under Article 1, Section 8, of the Constitution and intrastate under 49 U.S.C.A. 1 (2) (a). When shipments are not "shipped" in accordance with the latter authority, they are intrastate commerce. When there is "no continuity of movement" on import traffic, or when there is "no fixed intention" to sell or ship to a particular buyer at the time the shipment is made from the foreign port, the traffic is intrastate when sold to a vendee within the state of importation if the cargo arrives at the port of destination by "private means" (charter party). Such shipments are not "shipped" as contemplated by Section 1 (2) (a) of the Act to Regulate Commerce and are exempt from regulation by the ICC.

The following cases sustain this theory: *A.C.L. v R. Comm. of Ga.*, 281 Fed. 321; *C. M. St. P. & P. R.R. Co. v Campbell River Mills Co.*, 53 Fed. (2d) 69, *Certiorari denied*, 285 U.S. 536; *Oregon-Washington R.R. & Nav. Co. v Pacific Continental Grain Co.*, 38 Fed. Sup. 239; *Seaboard Air Line Ry. Co. v Lee*, 14 Fed. (2d) 439.

Moreover, when import shipments arrive at a port and are stored in a shipside warehouse, a subsequent outbound movement by a local switch service to a point in the state of importation is intrastate commerce, and the switching charge should be predicated upon an intrastate rate, assuming there is such a rate. As stated above, it is the "intention" test that is the basis for the distinction between what is interstate and intrastate commerce. What one intends must be determined by his conduct, conversation and any other facts pertaining to the transaction at the time the sale takes place. Moreover, courts often speak of an "appropriation" to contract, or an "earmarking" to determine the intent of the parties. Did A set aside and earmark a certain quantity for B, or did A co-mingle B's goods in a car with goods for others. When A shipped the car, did he "intend" that a certain portion of it be set aside and appropriated for B? The answers to these and other questions enable us to spell out A's intent and help us decide whether the transaction is interstate or intrastate commerce.

If carrier X has an intrastate route wholly within state X, and A tenders X a shipment consigned to a point via an intrastate route and X moves the shipment via an *interstate route* and applies the higher interstate rate, A may file claim for the overcharge and should succeed in collecting it. Here X deviated from the agreed route as stated in the bill of lading. (*Lynch v N.Y.C. R.R.*, 153 N.Y.S. 633, 89 Misc. Rep. 472, affirmed 172 App. Div. 934.)

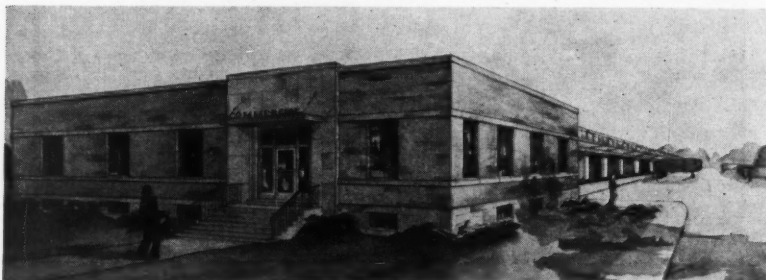
Another situation frequently encountered is that of a chain-store organization which ships cars to a warehouse for distribution to its stores. The question usually arises whether the movements beyond the warehouse are part of the through movement or are a local movement. In *Beggs v Kroger Co.*, 167 Fed. (2d) 700, the court said, "the goods did not 'come to rest,' and if the origin of the goods is interstate the transportation of the goods from the warehouse is also interstate commerce."

To overcome this situation, could we ship the goods to the warehouse, store them, and then deliver them upon a requisition from the store? If this procedure is adopted the intent of the shipper to deliver a particular case or carton to a particular store at the time of shipment would seem to be defeated, and the subsequent movement to the store by requisition would satisfy the "coming to rest" theory and make the beyond-the-warehouse shipment intrastate commerce.

There are many other techniques that could be used by shippers, warehousemen and consignees to overcome the effects of the application of interstate rates and taxes. However, intensive research would be necessary, and to engage in such a project is beyond the scope of this article.

It is sufficient to say that the trend is away from "state's rights" and toward the supremacy of the federal power, or to put it another way, interstate commerce is preferred over intrastate commerce. A detailed study of all the facts—no matter how minute—is required before one can say with finality that a given transaction is intrastate commerce.

Ohio Trucker Builds Two Terminals



Perspective of terminal being built in Cincinnati by Commercial Motor Freight, Inc.

COMMERCIAL MOTOR FREIGHT, INC., a common carrier operating out of Ohio, has two new terminals under construction in Cincinnati and Mansfield. The latter was scheduled for completion July 1, is of concrete and steel construction, and has a 186 x 44-ft. truck dock with 17 loading doors on either side. The "flush doors" are protected by an eight-foot canopy. A five-ton electric monorail hoist at the end of the dock will be used for cross-dock handling of heavy materials, and the terminal will service its vehicles in a completely equipped 60 x 44-ft. garage.

The freight dock of the Cincinnati terminal is also of concrete and steel, but is 290 x 50 ft., and has 27 loading doors on either side. Like the Mansfield terminal, it

has "flush doors" with canopy and a five-ton hoist. Commercial says that by using flat trusses in its dock construction it is able to extend high sash along the entire length of the dock and thus achieve exceptional dock-lighting. The 80 x 40-ft. service garage at Cincinnati is a separate building equipped with the most modern maintenance tools. It is "radiant" heated and has three electrically operated overhead service doors.

Both terminals will have a public-address system operated from the city dispatcher's office for paging in yard and dock areas. A full intercommunication system will also be installed for the dock area.

Estimated costs are \$500,000 for Cincinnati, \$250,000 for Mansfield.

LA DISTRIBUTION ACTIVITIES

Classified and alphabetized by organization for the convenience of the reader

Air

Aircraft Industries Association has elected *La Motte T. Cohu*, Consolidated Vultee Aircraft Corporation, San Diego, Calif., chairman of the board of governors. He will serve in this capacity from July 1 to December 31.

William L. Morrisette, Jr., has been appointed Eastern Air Lines' traffic and sales manager for the New England states, with headquarters in Boston.

Claude C. Fleming has been appointed traffic manager, Air Material Command, Wright-Patterson Air Force Base, Dayton, Ohio.

Highway Carriers

James S. Moffat, Scranton, Pa., has been appointed assistant to the director, field services department, American Trucking Assns., Inc., Washington, D. C.

Edgar Watkins, Atlanta, Ga., has opened a Washington, D. C., office as attorney for the national traffic committee of the American Trucking Assns., Inc. He will continue as attorney for the Middle Atlantic States Motor Carrier Conference, Inc.

G. G. Heller has been appointed general traffic manager of Branch Motor Express Co. with headquarters in New York.

William F. Drohan, Keeshin Motor Express, Chicago, was elected president of the Central Motor Freight Association, Chicago. Others elected are: *Chester G. Moore*, chairman of the board; first vice president, *William Pointer*, Collinsville Transfer Co., Collinsville, Ill.; second vice president, *Walter Mullady*, Decatur Cartage Co., Chicago; secretary, *Barney Cushman*, Cushman Motor Delivery, Chicago; and treasurer, *C. John Viking*, Webber Cartage Co., Waukegan, Ill.

C. H. Gilbert has been appointed assistant traffic manager of Couch Motor Lines, Inc., with headquarters in Shreveport, La.

C. J. Paredes has been named traffic representative of Cross Transportation, Inc., and Cross Trucking Co., New York.

C. A. Beppler was appointed general manager of Federal Motor Lines, Inc., with headquarters in New Haven, Conn.

John W. Harvey, Leavenworth, Kans., has been appointed secretary-treasurer of the Kansas Motor Carriers Assn.

Richard W. Schulz has been appointed operations manager of Middle Atlantic Transportation Co., Inc., with headquarters in Cleveland.

Frank J. Ryan, president of the National Defense Transportation Assn., Pittsburgh Chapter, has announced the selection of the following committee chairmen to serve for the year 1950-51: membership, *W. B. Shepherd*; entertainment, *R. A. Wright*; civilian defense, *F. W. Okie*, legislative, *R. M. Boyd*; program, *L. L. Adams*; advertising, *P. M. Gish*; finance, *F. R. Westerman*; and publicity, *A. C. Roy*.

Dieter Stelzer, president and general manager, Stelzer Truck and Storage Co., Lima, Ohio, has been re-elected secretary of the Ohio Trucking Assn.

Walter H. Ketel has been appointed branch manager of Trailmobile Co., with headquarters in Denver.

The Transportation Assn. of America has announced the election of the following to the board of directors: *Walter Geist*, president, Allis-Chalmers Mfg. Co., Milwaukee; *B. B. Howard*, director, Standard Oil Co. (N. J.), New York; *Roy N. Jenkins*, president, Alexander & Alexander, New York; *Cleve H. Pomeroy*, president, National Malleable & Steel Castings Co., Cleveland; and *Herbert E. Wiggins*, vice president-traffic, National Biscuit Co., New York.

Frederick W. Federspiel has been appointed commercial traffic representative for Transportation Service, Inc., Detroit.

Gerald F. Whitmore has been appointed traffic manager of the U. S. Truck Co., Inc., Detroit.

Gus Nieman, president, Inland Motor Freight, Inc., Spokane, has been elected president of the Washington Motor Transport Assn. He also was named a vice president of the American Trucking Assns., Inc., during the 28th annual state association convention in Seattle.

Duncan McRuer has been named manager of the Phoenix, Ariz., branch of the Watson Bros. Transportation Co., Inc.

F. Glen Sherman has been promoted to district manager of West Coast Fast Freight at Los Angeles.

Louis Csontos is now connected with the Western Transportation Co., Inc., New

York, in the capacity of eastern divisional manager.

Marine

John A. Barthop has been appointed assistant general freight traffic manager of United States Lines Co., with headquarters in New York.

Materials Handling

H. C. Bishoff was elected permanent chairman of the New York Chapter, American Materials Handling Society for one year.

H. William Overman has been appointed manager of the material handling division of The American Pulley Co., Philadelphia.

Lawrence J. Kline has been appointed general manager of the Automatic Transportation Company Division, Chicago. He succeeds *Elmer F. Twyman*, who has been elected vice president in charge of the Philadelphia division of Yale & Towne Mfg. Co.

Packing & Packaging

Charles E. Whitten has been elected president and general manager of Cair Company Canada Limited, Toronto, to succeed *George W. Brown*, deceased. *Harold L. Steele* was elected to the board of directors of Robert Gair Co., New York, to fill the vacancy left by Mr. Brown's death.

Railroads

In regrouping several operating areas, Railway Express Agency announces personnel changes. The new Midwest-Texas department, embracing two previous departments, will be directed by *C. Y. Reed*, general manager at Houston. The South Atlantic department has been merged with the Gulf and Mississippi Valley departments. *E. C. Berry*, former South Atlantic manager, now becomes assistant to *W. J. MacGreevy*, REA vice president at Atlanta, and will represent the Agency in Washington. *S. F. Pitcher* continues as general manager of the Gulf department, and *J. P. Foster* manager of the Mississippi Valley department. Northern New England and North-Shore-Maine divisions have been consolidated into Northern New England-Maine division under *R. B. Ferris* at Boston.

Southwest Shippers Advisory Board has reelected *C. C. Dehne*, Arkansas Rice Traffic Bureau, Stuttgart, Ark., president. *H. F. Easterling*, The Brown Paper Mill Co.,

Monroe, La., was elected alternate general chairman; and **Paul T. Jackson**, Oklahoma Millers Association, Oklahoma City, Okla., general secretary.

Traffic

George B. Quinlan, Co-Operative G.L.F. Exchange, Inc., was elected president of the Buffalo (N.Y.) Traffic Club at the annual election held May 16. Other officers are: first vice president, **Paul E. Creagan**, Baltimore & Ohio Railroad; second vice president, **Bradford D. Hutchinson**, National Gypsum Co.; recording secretary, **Margarete M. Hilgers**, Continental Grain Co.; financial secretary, **Nelson W. Bjornson**, Buffalo Slag Co.; and treasurer, **William E. Degenhart**, Great Atlantic & Pacific Tea Co.

Jack Jolley has been appointed assistant traffic manager of Chicopee Manufacturing Corp.'s seven eastern mills and their Chicago and Los Angeles warehouses.

At the May 8 meeting of the Lancaster (Pa.) Chapter of the Delta Nu Alpha Transportation Fraternity the following officers were elected: president, **C. D. Flowers**; first vice president, **R. L. Groff**; second vice president, **S. J. Seber**; secretary, **H. F. McCune**; and treasurer, **B. L. Rohrer**.

Frank E. Asher, traffic manager, Schupper Motor Lines, Inc., was elected president of the Delta Nu Alpha Transportation Fraternity, New York chapter. Other officers are **Charles Hagendorn**, first vice president; **Charles Simpson**, second vice president; **Carl Wilens**, treasurer; and **Raymond Rear**, secretary.

The Omicron Chapter, New York, of the Delta Nu Alpha Transportation Fraternity was officially presented with its charter from the national organization at a meeting held on June 13. Newly elected officers are **Emanuel Sugar**, Branch Motor Express Co., president; **Maxwell Powell**, Paragon Oil Co., vice president; **William Roulinavage**, Branch Motor Express Co., secretary; and **Charles Miraglia**, Beacon Fast Freight Co., treasurer.

Paul W. Johnston, Jr., Erie Railroad, was installed as president of the Rochester (N.Y.) Chapter of the Delta Nu Alpha Transportation Fraternity. Other officers installed were vice president, **Bernard J. Zapf**, Boyce Motor Lines; secretary, **M. Clifton Lankford**, Rochester Gas & Electric Co.; and treasurer, **Arthur E. Welch**, Neisner Bros., Inc.

The University of Virginia Chapter of the Delta Nu Alpha Transportation Fraternity, Charlottesville, Va., elected the following officers at its May 1 meeting: **D. T. Brooks**, president; **J. Eades**, vice president; **B. E. Borski**, recording secretary; **E. W. Michaels**, corresponding secretary; **Ben Hoffman**, treasurer; and **Bob Frohlick**, historian.

At a special meeting of the board of directors of the Eastern North Carolina Traffic Club held April 27, **Rex Champion**, traffic manager, Bryan Sand & Stone Co., Raleigh, was elected secretary-treasurer to succeed **E. H. Durham** who has been transferred to Richmond, Va.

Huey G. Huhn, general traffic manager, Libbey-Owens-Ford Glass Co. was elected president of the Toledo (Ohio) Transportation Club at its annual meeting held May 1.

Ray F. Hynds has been appointed general traffic manager of Globe Roofing Products Co., Inc., with headquarters at Whiting, Ind.

Paul Weaver has been appointed general traffic manager of Grinnell Co., Inc., with headquarters at Providence, R. I.

Ernest Rusch has succeeded to the duties of **George W. Brew**, assistant vice president-traffic, Stein, Hall & Co., Inc., New York, resigned. Mr. Rusch retains the title of traffic manager.

Gregory V. Walsh, Cities Service Oil Co., has been elected president of the Traffic Club of Houston. Other officers elected were first vice president, **Henri H. Riddle**, Kansas City Southern Railroad; second vice president, **E. M. Burk**, Wyatt Metal & Boiler Works; secretary, **A. U. Zurborg**, River Brand Rice Mills; and treasurer, **A. J. Husmann**, Kirby Lumber Co.

Rowland E. Dobbins, Northrup, King & Co., was elected president of the Traffic Club of Minneapolis at its annual meeting held on May 16 in Minneapolis. He succeeds **J. R. Brown**, Pennsylvania Railroad.

New Editor for DA

The publisher of DISTRIBUTION AGE announces the appointment of D.A.C. McGill as Editor. For several years, as managing editor of "Storage & Distribution," Vancouver, B.C., Mr. McGill has been well-known to the public warehousing and distribution industries of both the United States and Canada. A graduate of the University of B.C., he has acquired a wide knowledge of developments and trends in traffic, transportation, and materials handling. Donald Atran, formerly editorial assistant on DA, has been appointed Associate Editor. He majored in journalism at the University of North Carolina.

The following officers were installed by the Traffic Club of St. Louis at an installation dinner held June 6: president, **James J. Gleeson**, Louisville & Nashville Railroad; first vice president, **Vernon R. Huder**, Lincoln Engineering Co.; second vice president, **James D. Logan**, Acme Fast Freight, Inc.; third vice president, **Wil J. Edmonds**, Granite City Steel Co.; fourth vice president, **L. M. Dean**, Husmann & Roper Freight Lines, Inc.; fifth vice president, **L. V. Gudsitz**, Graham Paper Co.; and secretary-treasurer, **A. J. Koke**, A. Leschen & Sons Rope Co.

Warehousing

E. H. Lamkin, general sales manager, Aero Mayflower Transit Co., journeyed to London, Ontario, for a sales meeting with the Mayflower agents of eastern Canada and to speak at a meeting of the Ontario Movers' Assn. **Stewart D. Smith**, executive secretary, Mayflower Warehousemen's Assn., and **Ed Rosasco**, manager of the Transit Company's New York office, accompanied Mr. Lamkin on his trip.

Louis Schramm, Jr., president of Chelsea Fireproof Storage Warehouses of New

York was given a surprise testimonial luncheon at the Waldorf-Astoria Hotel, May 18. Forty-five warehousemen in Manhattan gathered to honor him for his many years of unselfish activities in the moving and storage industry.

John J. McMackin, formerly vice president of Tidewater Field Warehouses, Inc., New York, is now associated with Lawrence Warehouse Co. in the same capacity, with offices at 72 Wall St.

Harlan J. Nissen, Los Angeles, has been elected president of the Pacific States Cold Storage Warehousemen's Assn. Other officers are vice presidents, **M. W. Young**, San Francisco; **G. F. Dodson**, San Jose, Calif.; **J. B. Beard**, Modesto, Calif.; **P. V. Henningsen**, Portland, Ore.; treasurer, **R. J. Bailey**, San Francisco; and **Jack L. Dawson**, San Francisco, secretary-manager.

Miscellaneous

John M. Hancock, Lever Bros., will be chairman of the American Management Assn. board for 1950-51; **Don G. Mitchell**, Sylvania Electric Products, Inc., chairman of the executive committee; and **Lawrence A. Appley**, president. **Paul O. Vogt**, General Electric Co., was elected vice president in charge of packaging division.

Ralph S. Damon, president of Trans World Airlines, Inc., has been elected a member of the board of directors of the Commerce and Industry Assn. of New York, Inc.

Mack Trucks, Inc., oldest leading truck manufacturer in the United States, celebrated last month its Golden Anniversary at its Allentown, Pa., plant. During the celebrations the company launched the first of its new Golden Anniversary trucks, the Model A. The company operates plants in New Brunswick, and Plainfield, N. J., and in Long Island City, N. Y.

In San Francisco next month the Third Western Packaging and Materials Handling Exposition will stress the importance of quality protection, from the selection of package and packaging material right through production handling to warehousing and retailing. **H. C. Diehl**, director of the Refrigeration Research Foundation and a member of the conference council, states that heretofore "little emphasis" has been placed on quality protection.

United Air Lines announces that it has available for its shippers a new, broad type of insurance coverage. Providing protection up to \$1,000,000, United's policy covers all air freight shipments, including perishables, live animals and high-value cargo. Rates are geared to mileage, with breaking-points at 500, 1,000, 3,000, 9,000, and 16,000 miles. For example: on each \$100 valuation the general cargo premium is six cents to 500 miles, seven cents to 1,000 miles, and so on up to 33 cents at 16,000 miles.

Many freighters on the Lakes are reported to be in the process of changing over from coal to oil fuel. Because of higher costs of coal, U. S. Steel Corp. is converting two of its 600-foot vessels to oil, as part of a 10-year reconversion program. The operation of the first two ships will be checked closely for results.

WITHIN THE LAW



BY LEO T. PARKER, Legal Consultant

TRANSPORTATION

Things You Can Do

YOU CAN avoid liability for lost or damaged merchandise, even though you are a common carrier, if you prove that the loss was caused by (1) an act of God; (2) a public enemy of the United States; (3) the shipper; or (4) the inherent nature of the goods. Even if the damage is due to one of these four causes, however, a common carrier may be liable for damages which result after occurrence of the event, if it failed to exercise reasonable care to protect the shipment. Various higher courts have held that an act of God is an "irresistible physical force" which is not perceptible by ordinary or extraordinary human foresight, care or indulgence. Hence, an act of God may be an unusual flood, a heavy downpour of rain, an earthquake, or other similar natural disturbances.

Also, a common carrier is not liable for loss or damage to goods caused by an independent contractor. Still another important point of law is that a common carrier need not pay compensation insurance under the State or Federal Workmen's Compensation Act or under the State Unemployment Compensation Act, on an independent contractor. In addition, a carrier need not pay other taxes—Social Security for example—on an independent contractor. Neither is a carrier liable in damages for injuries caused persons or property by an independent contractor. For these reasons, it is important to have a dependable rule to determine whether or not an employee is an independent contractor.

In *Deason v. Operators Casualty Co.*, 43 So. (2d) 630 La., it was shown that an employee named Deason was employed to haul merchandise in his own truck, or trucks, using his own equipment, paying his own employees, and doing some of the work himself. He was paid on a contract basis. While engaged in these operations, Deason sustained accidental injuries resulting in total and permanent disability.

These questions were presented to the higher court: Was Deason an independent contractor? If not, could he receive compensation under the State Workmen's Compensation Act? If he was an independent contractor, could he receive any compensation? It is interesting to observe that the higher court held that Deason was not an independent contractor and that it awarded him compensation under the State Workmen's Compensation Act. The court said:

"The essential criterion seems to be found in the ability of the employer to terminate the work at will. Any em-

ployee cannot deem to be independent when his work can be stopped at the will of the employer, because the power to terminate the employment gives to the employer the power to control the activities of the employee."

See also *Murphy v. Tremont Co.*, 22 So. (2d) 79. Here, testimony showed that one Murphy entered into a written contract with a company to transport merchandise. The contract set forth the rights of both parties in considerable detail, providing for a date to begin work and a final time limit for the completion of the work. In other words, the employer could not discharge Murphy until the term of the written contract expired. Therefore, the higher court held that Murphy was a legal employee and not an independent contractor.

Things You Can't Do

YOU CAN'T always recover damages for injuries or damage caused by transporting or storing unlabeled explosives or other inherently dangerous merchandise. This is true even if the shipper violated a state law relating to labeling the dangerous merchandise.

For example, in *Carlo v. Okonite-Callender Cable Co.*, 69 Atl. (2d) 734, N. J., it was brought out that a shipment was received by the Moon Carrier Corp. at a chemical company's plant and transported to a platform, where it was unloaded. Soon afterward, an employee of the carrier saw smoke emanating from the package, which contained five bottles of bromine. He pried off the lid and threw water on the smoking contents. An explosion ensued, causing injury to the employee who sued the chemical company for damages.

The court proved that the company had violated a state law which provides that no company shall deliver to any carrier, any explosives, aqua fortis, oil of vitriol, phosphorous, friction matches or other explosive or dangerous material without causing the containers to be plainly marked with the true name or description of the explosives or dangerous material.

Nevertheless, the higher court refused to hold the chemical company liable for injuries to the employee, stating that violation of a state statute relating to the marking of explosives or other dangerous materials to be delivered to any carrier does not create an absolute liability on the part of company which violates the statute.

YOU CAN'T win a suit filed against you (a common carrier) for loss or damage to shipped merchandise on the plea that the shipper did not file a claim within the time specified in the bill of lading, if the testimony shows

that both you and the shipper knew of the loss.

In *Hopper Paper Co. v. Baltimore*, 178 Fed. Rep. (2d) 179, a carload of paper was shipped under a bill of lading which provided that as a condition precedent to recovery for damage or loss of the paper claims had to be filed in writing with the receiving or delivering carrier, "within nine months after delivery of the property . . . or, in case of failure to make delivery, then within nine months after a reasonable time for delivery has elapsed."

The paper was destroyed in a railway wreck between two of the carrier's trains, and the Hopper Paper Co. sued the carrier for the value.

The carrier refused to pay the claim, amounting to \$4,224, because the consignor had failed to file a claim in writing within nine months. The testimony showed that eight days after the paper had been shipped, the carrier notified the consignor by wire that the paper had been destroyed in an accident. One year later the carrier received a letter from the consignor, and attached thereto was a written claim for \$4,224.96 for the loss of the paper.

Even though the consignor had failed to file the written claim within nine months, the higher court held the carrier liable, stating: "The purpose of the stipulation is not to escape liability, but to facilitate prompt investigation . . . It is undisputed that defendant [carrier] was fully aware and cognizant of the existence of all the facts concerning the wreck and destruction of the carload of paper. In such a situation a formal notice by plaintiff [consignor] to the defendant could not have accomplished anything more."

For comparison, see *Lehigh Valley R. Co. v. State*, 21 F. (2d) 396. Here, testimony showed that a carrier had written a letter to a shipper advising him that goods shipped had been destroyed. The court held that since the carrier had knowledge of the loss, which it had reported to the consignee, the shipper could recover the value of the destroyed merchandise, even though the latter had failed to comply with the bill of lading and did not send the carrier a written notification of the loss. This court said:

"We conclude that the carrier may not use the provisions of the bill of lading to shield itself from the liability imposed upon it by the statute and the common law for its negligent destruction of the shipper's property. To hold otherwise would not be construing the bill of lading 'in a practical way.'"

YOU CAN'T avoid paying damages for injuries to a child on the grounds that he was contributory negligent.

The courts have adopted the rule that children under 11 years of age are too young to realize the presence of danger.

For example, in *French v. Sinkford Co.*, 54 S. E. (2d) 38, W. Va., it was shown that a girl named French, 11 years of age, was struck by a motor vehicle and was injured. Testimony showed that the child alighted from a bus and was attempting to cross the street when she was hit. The lower court held the owner of the vehicle liable for \$10,000 damages. The owner appealed to the higher court and pleaded that the girl ran into the path of the vehicle. The higher court held that the girl was too young to realize that she was in danger and that she could therefore not be contributory negligent. The court said:

"One of the principal points relied upon here is that the plaintiff [girl] was guilty of contributory negligence . . . Plaintiff, being of the age of 11 years and there being no testimony tending to rebut the presumption that she was incapable of contributory negligence, we hold that such defense is not available."

For comparison, see *Ewing v. Lanark Fuel Co.*, 65 S. E. 200. This higher court held that a person 14 years of age or over, is presumed by law to possess sufficient mental capacity to comprehend and avoid danger.

MARKETING

Things You Can Do

YOU CAN, without liability, use the same trade-mark now used by a competitor, if testimony shows that the buying public will not be deceived. The higher courts hold that the original purpose of trade-mark laws was not only to protect manufacturers, buyers, sellers and owners of trade-marks, but also to protect purchasers and consumers against deception and confusion. Hence, where testimony shows that the public will not be deceived, two sellers may use identical trade-marks in different territories or areas, if neither company has practiced fraud. See *Western*, 149 Fed. (2d) 1019.

Modern higher courts consistently hold that two manufacturers or sellers may use the same trade-mark in the same territory if testimony shows that the original user of the trade-mark was not diligent in filing suit and completing legal procedure to stop a competitor from using the trade-mark. This law is particularly applicable where testimony fails to show that the competitor practiced fraud.

In *Anheuser-Busch, Inc. v. Du Bois Brewing Co.*, 175 Fed. (2d) 370, it was shown that a manufacturer of beer sued the Du Bois Brewing Co. in 1908 to enjoin it from further using the trade-mark or trade-name "Budweiser." Testimony proved that the name "Budweiser" traces its origin to Budweis, also known as Budejovice, a Bohemian town with a reputation for the beer brewed there.

The labels on the bottles were and still are vastly different. The suit filed in 1908 against Du Bois remained dormant until April, 1940, when it was renewed. Late in 1949, the higher

court decided the litigation, refusing to grant an injunction against the Du Bois Brewing Co.

"Du Bois," the court stated, "did spend an appreciable amount of money in advertising its products . . . Within its localized areas of distribution, Du Bois assuredly has acquired over the period of years a good will in the name 'Du Bois Budweiser' which ought not to be eliminated . . . The 'fraudulent purpose and intent of confusing and deceiving the public' has not been proved."

Things You Can't Do

YOU CAN'T control merchandise whose legal title passed to the purchaser.

In *Daine v. Price*, 63 Atl. (2d) 767, D. C., testimony showed that a seller sold merchandise having a value of \$1,085 and that the sale was made by oral agreement under which the purchaser gave a check to the seller. The check was not honored by the bank, and the seller had the purchaser execute a promissory note and a conditional sales contract. Under the new written contract, title to the merchandise was to "remain" in the seller until payment in full was made. Later, the purchaser failed to make the agreed payments and the seller filed suit to take possession of the merchandise.

The higher court refused to allow the seller to repossess the merchandise, holding that at the time the oral contract was made, the purchaser took legal title to the merchandise, and that when the conditional contract was signed it was of no legal effect because the purchaser already held legal title to the merchandise.

WAREHOUSING

Things You Can Do

YOU CAN claim ownership to merchandise that you purchased from a bailee who did not have legal title to the merchandise, if you prove that the owner committed some act which led you to believe that the bailee had good title to the goods. This law is based on the following important legal rule: Where one of two innocent parties must suffer through the negligence of a third party, the loss must fall upon the one who created the circumstances which enabled the third party to cause the loss. Where testimony shows that carelessness on the part of the owner of merchandise causes an innocent person to purchase that merchandise from a bailee who had no title, the innocent person has complete and good title to the merchandise.

For example, in *Nash Motors, Inc. v. Bandel*, 37 So. (2d) 366, Fla., the testimony showed that the owner of merchandise placed that merchandise with a bailee without transferring title. In subsequent litigation, the higher court held that the person who purchased the merchandise from the bailee, without notice of terms of original delivery to the bailee, would have good title against the owner.

Things You Can't Do

YOU CAN'T invoke the doctrine of *res ipsa loquitur* under ordinary circumstances to place blame for a fire in your warehouse, the reason being that the doctrine of *res ipsa loquitur* cannot be invoked by a jury or court unless it decides that the warehouseman can recover damages without proof that the fire resulted from negligence of another person.

For illustration, in the leading higher court case of *Hamrah v. Clements*, 69 Atl. (2d) 720, N. J., a warehouseman sued a contractor for damages caused by a fire which the former alleged resulted from the negligence of the contractor in installing an oil burner in connection with the existing furnace in a storage warehouse.

During the trial, testimony proved these facts: The furnace was located in the middle of a large room which contained racks upon which rugs were stored, and there was no cellar in this part of the building. The rear section of the building was used in the washing and cleaning of rugs, whereas the front section was devoted to storage. The contractor began work in the morning and at approximately 6 P. M. had nearly completed the installation of the oil-heating unit. All that remained to be done the following day was to place an iron pipe underneath the floor to lead from the oil-supply lines in the wall to the oil burner. In the meantime, a temporary hookup to accomplish this purpose was installed through the use of copper tubing. This was done because the warehouseman requested that the burner be put in operation that night so that a water main on the premises would not freeze and burst.

The furnace was put into operation by the contractor, and before leaving the premises he and his men checked the controls on the furnace and tested the amount of oil flowage. He set the thermostat at 55 deg., and the oil burner was running satisfactorily. Several hours later, about midnight, a fire was discovered which was confined mainly in and around the furnace-room. It caused considerable damage to the warehouse building and its contents.

The warehouseman claimed that the doctrine of *res ipsa loquitur* was applicable because it was plainly apparent that the contractor's defective installation of the convention unit caused the fire. However, it is interesting to observe that the higher court held the contractor not liable.

"The cause of the fire is unknown," the court said. "An officer of the fire department who was present during the fire and who assisted in an investigation immediately after it was extinguished was unable to determine the cause. . . . A heating engineer, who made an investigation 12 days after the fire, frankly stated that he could not say what caused it. . . . The evidence completely failed to establish this essential element of the principle which they attempted to invoke. The most that the doctrine of *res ipsa loquitur* does is to afford prima facie evidence that there was lack of due care in the particular case, and call upon the person charged with responsibility therefor to come forward with explanatory evidence to rebut the inference of negligence."

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Kinne
JULY

Aid to Buyers

PRODUCTS and SERVICES OF ADVERTISERS IN THIS ISSUE

(To locate advertisements see index on page 90)

ACCOUNTING MACHINES

Remington Rand, Inc., New York, N.Y.

ATTACHMENTS, FORK TRUCK

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Hyster Company, Portland, Ore.
Mobilift Corporation, Portland, Ore.
Silent Hoist & Crane Co., Brooklyn, N.Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

AXLES, TRUCK (Drive)

Eaton Mfg. Co., Cleveland, Ohio

BELTING, CONVEYOR

Goodrich Company, B. F., Akron, Ohio

BELTING, ELEVATOR

Goodrich Company, B. F., Akron, Ohio

BODIES, FREIGHT

Fruehauf Trailer Co., Detroit, Mich.
Gerstlslager Co., Wooster, Ohio

BODIES, REFRIGERATOR

Fruehauf Trailer Co., Detroit, Mich.
Gerstlslager Co., Wooster, Ohio

BODIES, VAN

Fruehauf Trailer Co., Detroit, Mich.
Gerstlslager Co., Wooster, Ohio

BOXES, CORRUGATED and FIBRE (Shipping)

Gair Company, Inc., Robert, New York, N.Y.

BUCKETS, CLAMSHELL

Hyster Company, Portland, Ore.

BURGLAR ALARMS

American District Telegraph Co., New York, N.Y.

BUSINESS MACHINES

Remington Rand, Inc., New York, N.Y.

CAR PULLERS

Hyster Company, Portland, Ore.
Silent Hoist & Crane Co., Brooklyn, N.Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CASTER POSITION LOCKS

Darnell Corp., Ltd., Long Beach, Cal.

CASTERS

Darnell Corp., Ltd., Long Beach, Cal.

CHARGERS, BATTERY

Automatic Transportation Co., Chicago, Ill.

COMPRESSORS, AIR

Eaton Mfg. Co., Cleveland, Ohio

CRANES, MOBILE

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Hyster Company, Portland, Ore.
Silent Hoist & Crane Co., Brooklyn, N.Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

CRANES, PORTABLE (Jib)

Silent Hoist & Crane Co., Brooklyn, N.Y.

DOORS, OVERHEAD

Kinney Manufacturing Co., Columbus, Ohio

DOORS, ROLLING (Steel)

Kinney Manufacturing Co., Columbus, Ohio

ELEVATORS, FREIGHT

Revolator Company, No. Bergen, N.J.

ELEVATORS, PORTABLE

Revolator Company, No. Bergen, N.J.

ENDGATES, ELEVATING

Anthony Company, Streator, Ill.
Fruehauf Trailer Co., Detroit, Mich.
Hercules Steel Products Corp., Galion, Ohio

FIFTH WHEELS

Fruehauf Trailer Co., Detroit, Mich.

FIRE ALARMS

American District Telegraph Co., New York, N.Y.

FLOOR RESURFACERS

Stonhard Co., Philadelphia, Pa.

FORK TRUCKS (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FORK TRUCKS (Gas)

Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.
Hyster Company, Portland, Ore.
Mobilift Corporation, Portland, Ore.
Silent Hoist & Crane Co., Brooklyn, N.Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

FREIGHT CARRIERS

Air Express Div., Railway Express Agency, Home Office, Washington, D. C.
Consolidated Freightways, Home Office, Portland, Ore.
Delta Air Lines, Inc., Home Office, Atlanta, Ga.
Northwest Airlines, Inc., Home Office, St. Paul, Minn.
Trans World Airlines, Home Office, Kansas City, Mo.

GRILLES

Kinney Manufacturing Co., Columbus, Ohio

HOISTS, CHAIN

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOISTS, ELECTRIC (Trolley)

Yale & Towne Mfg. Co., Philadelphia, Pa.

HOLDUP ALARMS

American District Telegraph Co., New York, N.Y.

HOSE, FIRE

Goodrich Company, B. F., Akron, Ohio

HOSE, LOADING

Goodrich Company, B. F., Akron, Ohio

JACKS, SKID

Yale & Towne Mfg. Co., Philadelphia, Pa.

LONG DISTANCE MOVERS

United Van Lines, Inc., Home Office, St. Louis, Mo.

NAPHTHALENE

Barrett Div. Allied Chemical & Dye Corp., New York, N.Y.

PALLETS, EXPENDABLE

Gair Company, Inc., Robert, New York, N.Y.

PARTITIONS, INDUSTRIAL

Kinney Manufacturing Co., Columbus, Ohio

PORTS

Delaware River Joint Commission, Camden, N.J.
Port of Los Angeles, Los Angeles, Cal.

PULLERS, RATCHET

Yale & Towne Mfg. Co., Philadelphia, Pa.

RACKS, STORAGE

Revolator Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

SCALES, INDUSTRIAL

Yale & Towne Mfg. Co., Philadelphia, Pa.

SHELVING

Remington Rand, Inc., New York, N.Y.

SHUTTERS, FIRE (Rolling)

Kinney Manufacturing Co., Columbus, Ohio

SKIDS

Revolator Company, No. Bergen, N.J.

SMOKE DETECTING SYSTEMS

American District Telegraph Co., New York, N.Y.

SPRINKLER SUPERVISORY SERVICE

American District Telegraph Co., New York, N.Y.

TIRES, HIGHWAY

Goodrich Company, B. F., Akron, Ohio

TIRES, INDUSTRIAL

Goodrich Company, B. F., Akron, Ohio

TRACTORS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div., General Motors Corp., Detroit, Mich.

TRACTORS, INDUSTRIAL (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRACTORS, INDUSTRIAL (Gas)

Clark Industrial Truck Div., Clark Equipment Co., Battle Creek, Mich.

TRACTORS, INDUSTRIAL (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Revolator Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, INDUSTRIAL

Silent Hoist & Crane Co., Brooklyn, N.Y.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRAILERS, LOW-BED

Fruehauf Trailer Co., Detroit, Mich.

TRAILERS, TRUCK

Fruehauf Trailer Co., Detroit, Mich.

TROLLEYS, MONORAIL

Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, APPLIANCE

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, ELEVATING PLATFORM (Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

(Continued on following page)

AID TO BUYERS

TRUCKS, ELEVATING PLATFORM (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, HAND (Three-Wheel)

Stevens Appliance Truck Co., Augusta, Ga.

TRUCKS, HIGHWAY

Dodge Div., Chrysler Corp., Detroit, Mich.
GMC Truck & Coach Div. General Motors Corp., Detroit, Mich.

TRUCKS, LIFT (Hand)

Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Hand)

Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PALLET-STACKING (Straddle, Non-Riding)

Automatic Transportation Co., Chicago, Ill.
Revolver Company, No. Bergen, N.J.
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Powered, Elec.)

Automatic Transportation Co., Chicago, Ill.
Baker-Raulang Co., Cleveland, Ohio
Yale & Towne Mfg. Co., Philadelphia, Pa.

TRUCKS, PLATFORM (Powered, Non-Riding)

Revolver Company, No. Bergen, N.J.

TRUCKS, STRADDLE

Hyster Company, Portland, Ore.

WAREHOUSES

See section immediately following

WATCHMEN'S SUPERVISORY SERVICE

American District Telegraph Co., New York, N.Y.

WATERFLOW ALARMS

American District Telegraph Co., New York, N.Y.

WHEELS, INDUSTRIAL

Darnell Corp., Ltd., Long Beach, Cal.

WINCHES

Automatic Transportation Co., Chicago, Ill.
Hyster Company, Portland, Ore.
Yale & Towne Mfg. Co., Philadelphia, Pa.

Coming Events

- July 23-25—Allied Van Lines, Grand Hotel, Mackinac Island, Mich.
Aug. 7-19—First United States International Trade Fair, Coliseum, International Amphitheatre and Navy Pier, Chicago.
Aug. 16-18—Third Western Packaging and Materials Handling Exposition, Civic Auditorium, San Francisco.
Sept. 4-6—Mississippi Transport Assn., Buena Vista Hotel, Biloxi, Miss.
Sept. 11-12—Wisconsin Motor Carriers Assn., Lake Lawn Resort, Delavan, Wis.
Sept. 12-14—Society of Automotive Engineers, Hotel Schroeder, Milwaukee.
Sept. 14-16—Southeastern Warehousemen's & Movers' Assn., Hotel Patten, Chattanooga, Tenn.
Sept. 14-16—Virginia Highway Users Assn., Convention, Hotel Chamberlin, Old Point Comfort, Va.
Sept. 15-16—Michigan Trucking Assn., Park Place Hotel, Traverse City, Mich.
Sept. 17-18—New York State Warehousemen's Assn., Saranac Lake, N. Y.
Sept. 30-Oct. 1—Local Cartage National Conference Meeting, New York.
Oct. 2-6—American Trucking Assns., Inc. annual convention, Waldorf-Astoria, New York.
Oct. 5-7—Southwest Warehouse and Transfermen's Assn., Washington-Youree Hotel, Shreveport, La.

- Oct. 10-12—Fifth annual exposition and "short course" at the Society of Industrial Packaging and Materials Handling Engineers, Convention Hall, Philadelphia.
Oct. 16-18—Twenty-Seventh Annual Meeting, Associated Traffic Clubs of America; Hotel Commodore, New York.
Oct. 23-25—Twelfth Annual Forum of Packaging Institute, Hotel Commodore, New York.
Oct. 25-26—Caster and Floor Truck Manufacturers Assn., Hotel Hollenden, Cleveland.

1951

- Jan. 24-25—Caster and Floor Truck Manufacturers Assn., Hotel New Yorker, New York.
Feb. 5-9—American Warehousemen's Assn., Statler Hotel, Boston, Mass.
Feb. 11-15—National Furniture Warehousemen's Assn., Waldorf-Astoria, New York.
Feb. 27-Mar. 2—Frozen Food Industry Convention, San Francisco.
Apr. 22-27—Mayflower Warehousemen's Assn., Broadmoor Hotel, Colorado Springs, Colo.
Apr. 30-May 4—Fourth National Materials Handling Exposition, International Amphitheatre, Chicago.
June 4-7—Canadian Warehousemen's Assn., Seignior Club, Montebello, Quebec.

OBITUARIES

Arthur Allison, 52, general manager of Ellis Trucking Co., Indianapolis, May 6.

George W. Brown, 64, president and general manager of Gair Co. Canada Ltd., Toronto, and a member of the board of directors of Robert Gair Co., Inc., New York, June 1.

N. Raymond Constant, traffic manager for the Northern Illinois Cereal Co., Lockport, Ill., May 5.

Patrick J. Gaffney, traffic manager, Fafnir Bearing Co., New Britain, Conn. He was a member of the New Britain Chamber of Commerce Traffic Bureau.

R. J. Healow, pioneer Montana truck operator and one of the organizers of the American Trucking Assns., May 6.

Clarence E. Johnson, traffic manager, Seeman Bros., Inc., New York, May 18.

Charles H. Keller, 77, former assistant general traffic manager of the Goodyear Tire & Rubber Co., Akron, Ohio, May 23.

Linden I. Pettys, traffic manager, Houghton Mifflin Co., Newtonville, Mass., May 10. He was a member of the Traffic Club of New England.

Martin F. Reilly, former president of Fidelity Storage Co., Baltimore.

Mrs. Mary Curtiss Taylor, assistant traffic manager, Zion Industries, Inc., Zion, Ill.

J. Lee Weaver, traffic manager for Commercial Motor Freight Corp., Dayton, Ohio, May 6.

BOOKS and CATALOGUES

THE TRAFFIC DICTIONARY, by George T. Stufflebeam (New York, Simmons-Boardman, 320 pp., \$3.75) is a new edition of a well-known work containing nearly 4,000 trade and shipping terms, phrases and abbreviations. A glossary includes warehousing, terminal and transfer terms. Reference to traffic law and procedure is brief and pointed. The author is Remington Rand's manager of transportation research.

PLANT LAYOUT AND MATERIALS HANDLING, by James M. Apple (New York, Ronald Press Company, 367 pp., \$5) is written chiefly for production men, but may prove useful to traffic managers fortunate enough to have intraplant and interplant handling under their wing. Well-illustrated and written more as a student textbook than a plant manual, this work is valuable for its discussion of types of materials handling equipment. Handling problems under various conditions are carefully explained and illustrated.

BEHIND THE SCENES IN MODERN DISTRIBUTION AND STORAGE: a richly illustrated description of the warehousing services offered by members of Associated Warehousemen, Inc. Taking the reader behind the scenes in up-to-the-minute warehouses, the booklet depicts new handling methods, receiving and distribution, handling of cargo freight, prevalent storage methods and the range of clerical services available to the merchandise warehouse customer. The booklet is spiced with humorous drawings from DISTRIBUTION AGE.

PORTS OF THE WORLD—1950. A 34-page booklet discussing labor and handling conditions, climate, extent of congestion and the pilferage and damage situation of practically every foreign port of importance. Compiled and published by North American Companies, 1600 Arch St., Philadelphia, it contains information on the packing, marking and shipping of goods abroad and is aimed at cutting down "preventable" losses on overseas shipments.

STONHARD CO., Philadelphia, has issued a folder on Stonhard resurfacer, which is used to patch or overlay floors of all types. The resurfacer makes a smooth, tough, resilient, non-skid, spark-resistant surface, it is stated, and can be applied without involved preparation of materials.

Public Warehouse Section

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of space for manufacturing, offices and showrooms, rigging, sales representation, sample distribution, sorting, stevedoring and various other functions for efficient and economical distribution.

This special advertising section of public warehousing has been consolidated for ready reference and maximum utility. It includes merchandise, refrigerated, household goods and field warehouses. For shippers' convenience, states, cities and firms have been arranged alphabetically.

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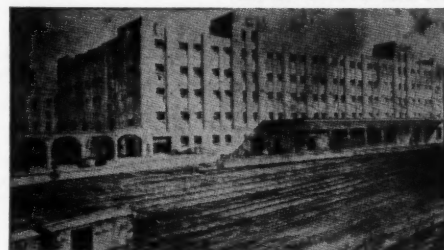
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WESTERN VAN & STORAGE CO., Inc.

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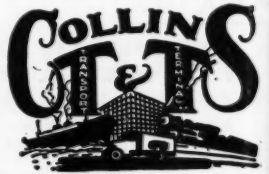
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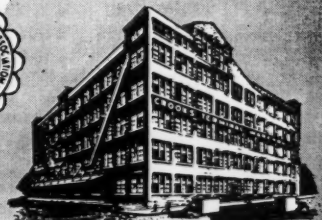
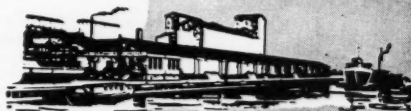
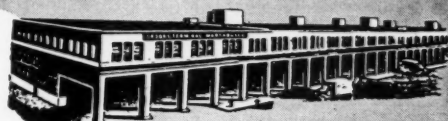
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POOL CAR DISTRIBUTION—**

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Phone MArket 4361

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Modern Motor Trucking Service

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All Merchandise On Check Out Cars Placed

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N. Y. C. R. R.



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Complete Facilities For Efficient Warehousing
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DAILY SERVICE IN EVERY DIRECTION



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General Merchandise Warehousing
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100,000 square feet of sprinklered fireproof floor space.
Insurance rate of under 15c • Private Siding on R. I.
10 car capacity with reciprocal switching from the
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Member of Iowa Warehouse Ass'n.

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Established 1903

Phone 2-7161

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Merchandise Storage and Pool Car Distribution
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Merchandise and Household Goods Storage

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Members: A.W.A.—N.F.W.A.—Ia.W.A.—Distribution Service, Inc.



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MERCHANTS TRANSFER & STORAGE CO.

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TRY OUR SUPERIOR SERVICE

56 years' warehousing nationally known accounts
gives you Guaranteed Service

Daily reports of shipments and attention to every detail

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Established 1880
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Merchandise & Household Goods Storage
Lowest Insurance Rate. Pool Car Distribution. Private Sid-
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COMPLETE DISTRIBUTION SERVICES

222,000 sq. ft. of floor space in buildings of brick-concrete-
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Low insurance rates. Complete-Motor-Freight-Facilities.
Pool car distribution—all kinds. Merchandise & House-
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- FREE SWITCHING BY SANTE FE, CAR DISTRIBUTION
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- PRIVATE SIDING • OFFICE & DISPLAY SPACE
- TRUCK LOADING DOORS AND AVAILABLE
- DOCKS • LOW RATES
- STORAGE IN TRANSIT — POOL LICENSED—BONDED—INSURED

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Household goods
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Household Goods & Merchandise
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25 WAREHOUSES 944,000 SQUARE FEET

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Modern Merchandise Warehouses

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AT SHIPSIDE IN NEW ORLEANS

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Formerly DOUGLAS SHIPSIDE STORAGE CORPORATION

TERMINAL AND WHARF AT FOOT OF ST. MAURICE AVENUE AND MISSISSIPPI RIVER
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Complete distribution and warehousing service
Operators of space in Free Foreign Trade Zone No. 2
Sidings on N. O. Public Belt R. R.



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New Orleans Merchandise Warehousemen's Ass'n

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An Able servant to the PORT OF NEW ORLEANS
Complete warehousing facilities—Distribution—Weighing—
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All concrete Warehouse, sprinklered, low insurance rates. Low
handling costs. Switching connections with all rail lines. State
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Standard Warehouse Company

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Located in the Heart of the Wholesale District • Conve-
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NO - SP RR • Reciprocal Switching •
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See our advertisement on page 163—
1949 edition of D and W Directory

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Located within the city limits, adjacent to North Station. Brick-and-concrete buildings; 300,000 sq. ft. space, some sprinklered and heated. A. D. T. burglary alarm service, U. S. Customs and Internal Revenue bonded space. Boston & Main R. R. delivery.

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3 Station St., Brookline
380 Green St., Cambridge
Mass. F.W.A., N.F.W.A.

BOSTON, MASS.

Established 1896

PACKING

MOVING



STORING

SHIPPING

Member: MayWA-MassFWA-CanWA

3175 Washington St.

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Wool, Cotton and General Merchandise
INDUSTRIAL SPACE FOR LEASE
IN UNITS TO SUIT TENANTS



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Boston 29, Mass.

Tel. Charlestown 0880



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JULY, 1950

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operating

ALBANY TERMINAL STORES

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GENERAL MERCHANDISE STORAGE

B. & A. R.R. Delivery

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Hoosac Storage & Warehouse Company

Lechmere Square, East Cambridge 41, Boston

FREE AND BONDED STORAGE

A.D.T. Automatic Fire Alarm

Direct Track Connection B. & M. R. R.

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Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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Pres.

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Treas. & Mgr.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON 13

Connecting all railroads via
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A.D.T. Service

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Member of Mass. W.A.

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Pleasant St. Box 109, Easthampton, Mass.

209,000 feet of sprinkled and heated space

Joint Boston & Maine and NYNH&H RR service

Bulk — Transit — Distribution

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Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST., SPRINGFIELD 1

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

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Daily Trucking Service to
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U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
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Members: NFWA-AWA-ACW-AVL Agents

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Merchandise Storage—Pool Car Distribution

Fleet of Trucks for local delivery.

93 Broad St.
Springfield, Mass.

Telephone
6-8334—6-8335

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P. O. Box 155
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Walls: steel & concrete, automatic fire & burglar alarms—ADT. T.S. Area 1,000,000 cu. ft. FI Ld 350 lbs. CI Ht 8-10 ft. Elev cap 6,000 lbs. Priv siding 50-car cap on, & assign shipments via B&M: sta. Brightwood; free switching, 100% palletized. Temp. range —10° to 40°. Humidity control, 15-tk. dock. Specialize in frozen foods. Open yard stage. Br. office facilities. Loans on stored commodities. Printed tariff.

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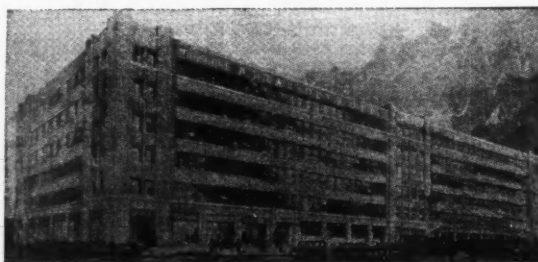
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Fireproof Storage

Offices: 385 LIBERTY ST., SPRINGFIELD 1
HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

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CENTRAL DETROIT WAREHOUSE

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

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Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

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200,000 square feet, Centrally located. Private siding facilities for 20 cars with free switching from all railroads. Large, enclosed loading dock. Our own fleet of trucks make prompt reshipment and city deliveries.

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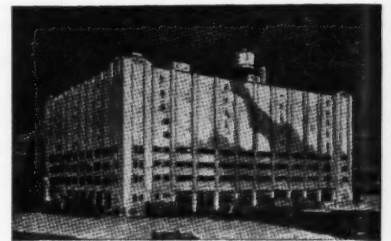
DETROIT 7, MICHIGAN



AMERICAN WAREHOUSEMEN'S ASSOCIATION

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★ This modern building was designed for commercial warehouse purposes exclusively. Offering dry storage and the largest, most complete and efficient refrigerated storage, with ice manufacturing plant, in this wide area. Every warehousing facility is available. Desirable office space. Car icing. Financing. Adequate receiving and distributing facilities. In-transit storage. Absolute protection. Minimum insurance. Modern palletized equipment. Sharp-freezing rooms. Free reciprocal switching—all railroads. Continent wide connections.



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AN ASSOCIATED



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KANSAS CITY
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STORAGE AND MOVING, PACKING
AND SHIPPING



Agent for Allied Van Lines, Inc.

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Established 1938

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"IN THE HEART OF FLINT"

Complete Warehousing Service
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THE LARGEST COMPLETE WAREHOUSING AND
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COLUMBIAN STORAGE & TRANSFER CO.

Approximately 90% of All Commercial Storage and Pool Cars
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TRUCKING • WINCH • VAN SERVICE
MERCHANDISE AND HOUSEHOLD GOODS



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The only modern fireproof warehouse in
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MOTHPROOF FUR AND RUG VAULTS
Local and Long Distance Moving
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... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

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1840 No. Michigan Avenue

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MINNEAPOLIS TERMINAL WAREHOUSE Co.

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ALL MERCHANDISE WAREHOUSING SERVICES
CONVENIENT FOR ALL TWIN CITY LOCATIONS

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Established 1883

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PHONE ATLANTIC 1281



Merchandise Storage
Pool Car Distribution, Local Trucking
Industrial Trackage Space

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Merchandise and Household Goods Storage
Local Pool Car Distribution
Packing—Crating—Bonded Storage
Local and Long Distance Moving



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Member N.F.W.A. and Allied Van Lines, Minn.-Northwest W.A.

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A COMPLETE WAREHOUSING SERVICE

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Pool Car Distribution—Industrial Facilities

Situated in the Midway, the center of the Twin City Metropolitan area, the logical warehouse from which the Twin Cities and the Great Northwest can be served from one stock, with utmost speed and economy. No telephone toll charge to either city.

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"Excellent Service Assured"

250,000 Sq. Ft.—Sprinklered Warehouses Ins. Rate 19c

35 Car direct siding all local Railroad

Over Night Service to Gulfports on Exports

Merchandise Storage & Distribution

ADDITIONAL 250,000 Sq. Ft. Warehouse Space at COM-

PRESS OF UNION.

UNION, MISS.

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Joplin, Mo.



Distribution and storage of merchandise.
Fireproof Warehouses—Motor van service.
On railroad siding—Lowest Insurance rates.

PACKING—STORAGE—SHIPPING

AGENT FOR GREYVAN LINES, INC.



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COMPLETE FREIGHT DISTRIBUTION & WAREHOUSING
In Kansas City, Missouri and Its Trade Area

Pool Car distribution. Merchandise warehousing. Car loading and unloading; Local delivery and pick-ups. Private 12-car switch tracks. Modern sprinkler equipped warehouse. Ideally located in principal wholesale district, convenient to all freight terminals.

WRITE for details.

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Member of American Chain of Warehouses, Inc.
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Chicago Office: Phone: HARRISON 7-3688
Kansas City Office: Phone: Victor 0225

KANSAS CITY, MO.

VICTOR 3268

CENTRAL STORAGE CO.

1422 St. Louis Ave. (West 10th St.)

KANSAS CITY 7, MO.

Merchandise Warehousing and Distributing
Branch House for Factories - Pool Car Distribution



CHAS. C. DANIEL, Jr.
Pres. & Treas.

Over 70 YEARS "The Symbol of Service"

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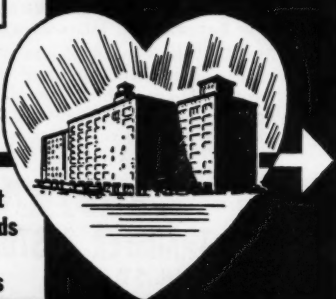
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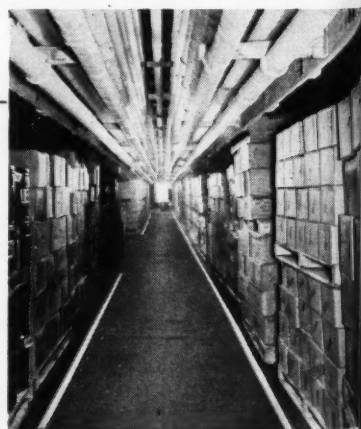
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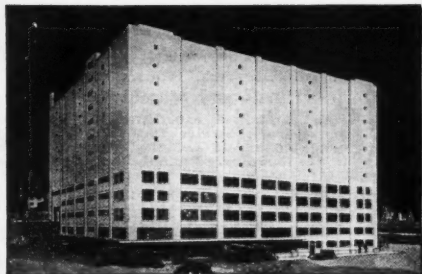
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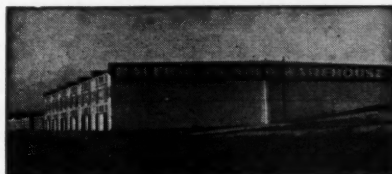
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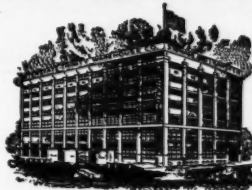
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Fireproof Warehouses—A.D.T. Automatic Fire and Burglary Protection
Agent for Allied Van Lines, Inc. Members N.F.W.A.
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(Formerly Musgo-Jenull Warehouse Co.)
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Merchandise Storage and Distribution
Private Siding. Free Switching
Member of SWA

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MERCHANTS TRANSFER & STORAGE CO.

Merchandise Household Goods
Merchants & Transfer Sts., San Antonio 6
Complete Storage and Distribution Service
Over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

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CHANDISE — COLD
STORAGE—CARTAGE
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INSURANCE RATE - - - 10c
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Private Siding—Free Switching
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SAN ANTONIO, TEXAS

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Specialists in Merchandise Distribution
FIREPROOF CONSTRUCTION
BONDED STORAGE
Represented by
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WA 5-6121 PE 4-8797

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HILDEBRAND WAREHOUSE COMPANY

Bonded under the Laws of Texas
General Storage and Distribution from the Center of
East Texas. Specializing in Pool Car Distribution
and Merchandise Warehousing

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POOL CAR DISTRIBUTION

Since 1920

TARRY WAREHOUSE & STORAGE CO.

Wichita Falls, Texas
Members: SW&TA—NFWA—AVL

OGDEN, UTAH

MEMBER OF A.W.A.

WESTERN GATEWAY STORAGE CO.

GENERAL WAREHOUSING
POOL CAR DISTRIBUTION
MERCHANDISE AND COLD STORAGE

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

520 West 2nd South St., Salt Lake City 1
Fireproof Sprinklered
Merchandise Storage
Pool Car Distribution Office Facilities
Member A.W.A.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 11 Cents

CORNWALL WAREHOUSE CO.

353 W. 2d South St., Salt Lake City 1
Represented by { ALLIED DISTRIBUTION, INC., and
DISTRIBUTION SERVICE, INC.
New York-Chicago-San Francisco

and Firms are Arranged Alphabetically

SALT LAKE CITY, UTAH

Merchandise Storage—Pool Car Distribution



KEYSER MOVING AND STORAGE CO.

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72,000 sq. ft. space. Reinforced concrete and brick. Central location. Systematic delivery service. A. D. T. automatic burglar and fire protection. Office and desk space.

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Represented by American Chain of Warehouses

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Chicago (4)

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22nd St. & Monticello Ave.

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MODERN SPRINKLER EQUIPPED WAREHOUSE

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Lowest Insurance Rate in Norfolk. Pool Car Distribution

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & A.T.A.



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HOUSEHOLD GOODS MOVED, PACKED, SHIPPED
POOL CAR TRANSFER TRUCKING SERVICE

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OPEN YARD STORAGE AVAILABLE

LOCATED ON N. & W. SIDING

PRUDENTIAL STORAGE and VAN CORPORATION

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72 Years of Uninterrupted and Expert Service

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Member of N. F. W. A.—A. W. A.

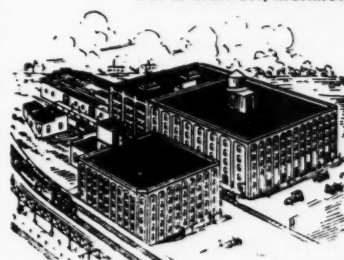
Agents: United Van Lines, Inc. serving 48 States and Canada.

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160,000 SQ. FT.
SPACE
BUILDINGS
SPRINKLERED

U. S. BONDED
& PUBLIC
WAREHOUSES
MERCHANDISE
STORAGE &
DISTRIBUTION

INSURANCE
RATES
20c PER \$100
PER YEAR



ROANOKE, VA.

H. L. LAWSON & SON

Finance and Storage

Pool Car Distributors

General Merchandise Storage

631 EAST CAMPBELL AVE.

ROANOKE 7, VIRGINIA

Represented by Associated Warehouses, Inc., Chicago and New York



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Capacity 500 Cars

Automatic Sprinkler

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Accurate Accounting

We make a specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

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Distribution

Storage

Highest financial rating; new fireproof, A.D.T. sprinklered buildings; lowest insurance rate (10.2c); modern equipment.

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Established 1892

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A.C.W.A.
S.W.A.
U.S.C. of C.

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Write for Booklet—"7 POINT DISTRIBUTION"

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Cold Storage—Dry Storage—Rentals—Pool Car Distribution—Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding
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Seattle's One-Stop Warehousing Service!



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SEATTLE, WASH.

Lloyd X. Coder, Pres. Ellis L. Coder, Secy.-Treas.

SYSTEM Transfer & Storage Co.

Established 1919

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Complete Drayage, Storage and
Distribution Service

"System Service Satisfies"

Member—A.W.A.—W.S.W.A.—S.T.O.A.

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WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By
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New York—Chicago—San Francisco

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GEN'L WAREHOUSING & CARTAGE

Private siding on NP, served by any
RR. Jobbers display and offices.
Also licensed storage for yellow label
goods. Cartage rights.
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Specialize in serving food and related industries; pool car distribution;
44 trucks and tractors with semi-trailers. New 49,000 ft. modern warehouse, equipped with forklift tractors.

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PL 4-6343

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THE W. J. MAIER STORAGE COMPANY

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ESTABLISHED 1903

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Merchandise Storage
Pool Car Distribution
Transit Storage
Household Goods Storage
Heated—Unheated—Yard
Storage
Waterfront Facilities
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U. S. Customs, State and
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40 Car Tract Capacity
Modern Handling Equipment
Private Siding on C&NW,
CM&StP&P, GB&W Lines
Reciprocal Switching all
lines

Complete local and over-the-road truck services with 70
units of all types of equipment, including low-bed
trailers, winches and cranes.

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New York Office:

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CENTRAL STORAGE AND WAREHOUSE COMPANY, Inc.

COLD STORAGE
DRY STORAGE
FREEZER STORAGE 612 W. Main St., Madison 3

MR. BANKER, MR. WAREHOUSEMAN

(Continued from page 17)

National Association of Bank Credit Men. The officers of both these organizations have commended the booklet's message.

Aside from merely circulating *To the Bankers of America*, the AWA is encouraging warehousemen in all sections of the country to get together with bankers on either an individual or meeting

basis. During such sessions a multitude of questions can be asked and answered on the spot. Such cooperation and understanding will surely rebound to the benefit of any firm faced with the problem of obtaining credit.

The principle behind warehouse receipt financing is actually very simple. It merely means that sal-

able merchandise moving into the channels of distribution can be used to secure a short-term loan. When stored with a public warehouseman, it constitutes first-class security, and the receipt issued by the warehouseman can then be hypothecated with a bank for a loan approximating the value of the merchandise. While there are many other ways of obtaining credit, warehouse receipt financing is ideally suited to the requirements of present-day marketing.

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and Firms are Arranged Alphabetically

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Specialists in Pool Car Distribution Warehousing

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Milw. Whse. Ass'n
Wis. Whse. Ass'n
House No. 2 302 North Jackson St. 3rd Ward District



"SERVING YOUR CUSTOMERS BY SERVING YOU"

ATLAS STORAGE MILWAUKEE

EFFICIENT WAREHOUSING AND DISTRIBUTION FACILITIES

MODERN! COMPLETE!

First floor storage space in excess of 3½ million cubic feet • Palletized warehousing • Served by CMST&PRY and C&NWRY • 42 car spot • Motor truck terminal • Marine terminal • City-wide delivery service • Separate building for office and display purposes.

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DIVISION OF P&V ATLAS INDUSTRIAL CENTER, INC.

647 WEST VIRGINIA STREET • MILWAUKEE 1, WISCONSIN

WISCONSIN



LARGEST AND MOST MODERN

MILWAUKEE, WIS.

LINCOLN

WAREHOUSE COMPANY
MERCHANDISE WAREHOUSING
AND DISTRIBUTION

LOCATED IN HEART OF BUSINESS DISTRICT

Offices: 206 W. Highland Ave., Milwaukee 3
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National Warehouse Corp.

MILWAUKEE'S FINEST



A SOLID BLOCK OF RESPONSIBLE WAREHOUSING



SO. WATER & E. BRUCE STREETS

MILWAUKEE, WIS.

—Phone Marquette 7091

TERMINAL STORAGE CO.

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Cooler, Freezer and General Merchandising Storage
Deep Water Dock, Private Siding
on C.M.St.P. & P. R.R.

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SHEBOYGAN

WAREHOUSE & FORWARDING CO.

A Merchants & Manufacturers Warehouse

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Member of A.W.A.—May. W.A.—Wis. W.A.



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M. A. RAWLINSON, Pres. & Gen. Mgr.

M. RAWLINSON, Ltd.

Established 1885 610 Yonge St., Toronto 5, Can.
Seven Buildings to Meet All Requirements for Modern Storage
and Distribution
Customs Bonded. Pool Car Distribution. Household Goods Moved,
Packed, Shipped and Stored.

Members of CanWA—NFWA—BAIFR—FWRA—TC&W—ALLIED VAN LINES

MONTREAL, QUE.

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1-VAN HORNE AVENUE, MONTREAL, CANADA
200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED
IN THE EXACT CENTER OF THE CITY
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LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., Can. W. A.



JULY, 1950

89

CRAWLS On Roller Bearings
Up and Down Steps...Over Obstructions...
Rolls Smoothly Over Flat Surfaces



- Patented Roller Bearing Crawler Tread
- Sturdy Construction -- Aluminum, Steel or Wood
- Safety Straps
- Patented Strap Tightner



Model S-2-S-T

Never have you or your men experienced such complete utility with comfort as that offered by the Escort hand truck. No lifting...no fatigue. Carries a full load safely up and down steps, over obstructions. This truck simply crawls over on roller bearings. Write for Catalog.

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OLD SAVANNAH ROAD

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*No floor chopping
necessary*



*when you patch
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your floors
with*

STONHARD RESURFACER

*Used in All Industries, Public
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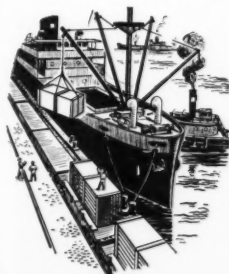
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**For more than a third of U.S. exporters
it's nearly 100 MILES CHEAPER!**

**APPROXIMATE RAILROAD
MILEAGE FROM
TYPICAL CITIES**

From	To Phila.	To New York
CHICAGO.....	816.....	908
CINCINNATI....	664.....	755
CLEVELAND....	486.....	577
INDIANAPOLIS..	719.....	811
PITTSBURGH...	348.....	439
ST. LOUIS.....	959.....	1051
ST. PAUL.....	1212.....	1304
WICHITA.....	1440.....	1532



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With those advantages you can either pocket the savings or submit a more favorable price to overseas customers. Remember, too, The Delaware Port is served by three major railroads, scores of motor carriers and 68 steamship lines on regular schedules to foreign and domestic ports. Its facilities for handling and storage of any kind or quantity of goods are unsurpassed.

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Lev-R-Matic Drive!

Illustrated:

MODEL KW

CAPACITY: 3,500 bs.
on 15" load center.

LENGTH:

Less Forks, 73 $\frac{3}{4}$ ".

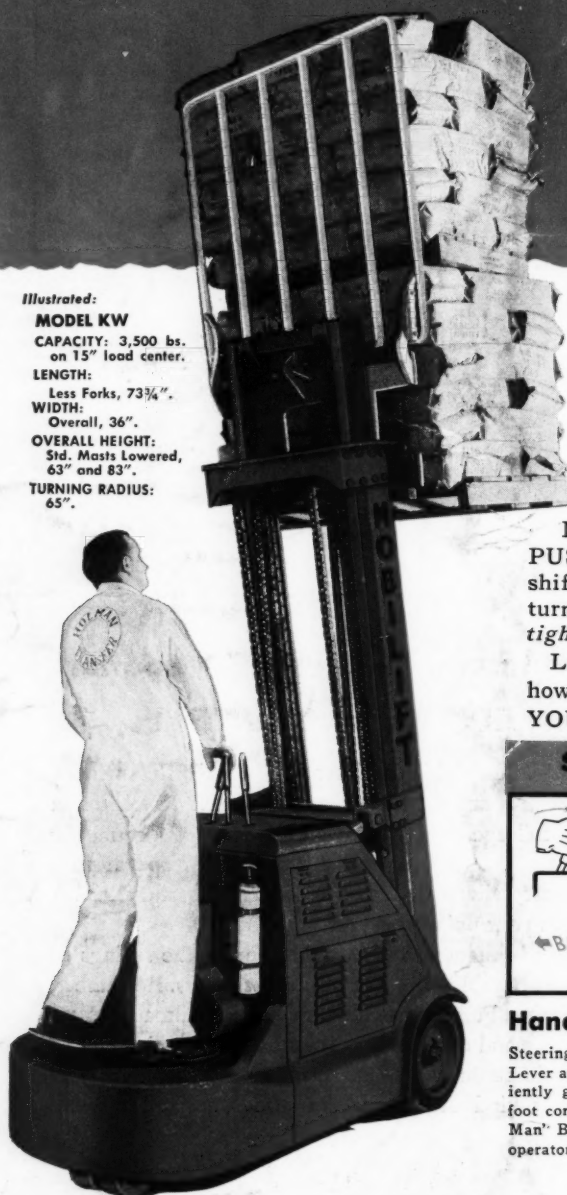
WIDTH:

Overall, 36".

OVERALL HEIGHT:

Std. Masts Lowered,
63" and 83".

TURNING RADIUS:
65".

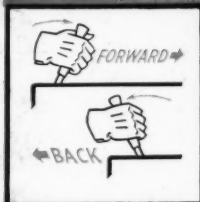


Amazing LEV-R-MATIC Control SPEEDS-UP Materials Handling and REDUCES Operating Costs

Mobilift Lev-R-Matic FORWARD-and-BACK, PUSH-PULL control eliminates time-wasting gear shifting . . . the short over-all length and minimum turning radius make speedy maneuverability in *tightest* places and *narrowest* aisles a reality.

Let a "MOBILIZATION" consultant show you how to SPEED-UP operations and REDUCE YOUR COST!

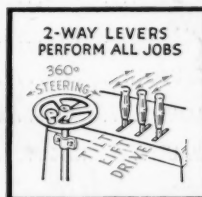
Simple Controls Give Split-Second Maneuverability



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NO GEARS TO SHIFT!

Handy Grouped Controls

Steering Wheel, Mast Tilt Lever, Elevator Lever and Forward-Back Lever all conveniently grouped for easy operation. Right foot controls Accelerator, left foot "Dead-Man" Brake which automatically sets when operator steps off the Mobilift.



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